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International Commerce

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PERIODICAL READING ROOM

April 22, 1963

"U.S. toys are status symbols"—A. C. Gilbert

Business Bulletins *from around the world*

ALGERIA—Bureau d'Etudes, de Realisations et d'Interventions Industrielles et Minieres (BERIM), under Ministry of Industrialization, created to undertake feasibility studies of industrial and mining projects in line with Government's economic development plans. BERIM will also contract with private national and foreign firms to make studies, and will actively seek to create enterprises to carry out projects if found to be feasible. BERIM cannot participate financially in projects.

ARGENTINA—Thirty-three foreign investments were approved in 1962 with an aggregate value of $84.2 million, of which 87% by value was of U.S. origin. Foreign investment approvals in 1961 totaled $125.6 million.

In competition with leading European and Japanese suppliers, Argentine firm, Materfer, wins bid to provide 12 passenger coaches to Uruguayan State railways. Contract, valued at about $900,000, is first important export transaction concluded by an Argentine railway equipment manufacturer.

ETHIOPIA—American firm, Parsons-Whittemore, Inc., manufacturer of paper and paper-making machinery, concludes contract with Government for joint participation in paper mill.

Ethiopian Imperial Highway Authority reported to have concluded agreement with engineering firms Tippetts-Abbett-McCarthy-Stratton of New York, and Scott, Wilson & Kirkpatric of England, for furnishing management personnel.

FRANCE—Devoe & Reynolds grants manufacturing license for entire line of automobile finishes to French paints and coatings producer with plants near Paris and in Turin, Algiers, Morocco, and Belgium.

France to produce domestically all citric acid it needs in one plant (second-largest in Europe) turning out 5 tons daily. Country has been importing (1961) 118 metric tons valued at $45,000 from U.S., 466 tons from U.K., 459 tons from Belgium, 240 tons from Netherlands.

1962 was second year in row in which exports were larger than imports. U.S. remained second-largest supplier, covering 13% of market, but fell to fifth customer place, taking 7% of France's exports.

Government to take first general industrial census in 100 years. Survey of transportation industry to follow, and commercial census to be taken in 1964.

GHANA—Comazi Brothers, Italian company, opens £32,000 ($89,600) plastic-wares factory at Tema, to produce shopping bags, curtains, tablecloths, and raincoats. Raw materials to be shipped from Italy.

JAPAN—Ministry of Finance announces abolition of 6-month waiting period for repatriation of capital invested in Japan, effective April 1. Action, covering all types of investment, expected mainly to affect foreign institutional investors prohibited by law or policy from investing capital funds in countries where there are restrictions on their immediate withdrawal. As result, foreign investment in Japan through stock market ($82 million in 1962) may be significantly larger this year. Six-month waiting requirement only in effect since Aug. 1, 1962. Before that, 2-year waiting period had been required.

NIGERIA—Indian Head Textile Mills, Inc., in agreement with the Government for construction of $7 million textile plant at Aba in Eastern Nigeria. $2 million credit for purchase of U.S. textile machinery granted by Export-Import Bank. New mill, providing employment for about 1,000 Nigerians, to be capable of producing 7 million yards of gray cotton cloth.

PAKISTAN—Government approves scheme to extend Sui gas pipeline to northern regions of country. Under first phase, to take 3 years, Multan-Sui gas pipeline to be extended to Lyallpur, Gharibwal, Lahore, Rawalpindi and Islamabad. Total length of new transmission and distribution lines to be 359 miles and 110 miles, respectively. In second phase, spur lines will be added to take gas to Sheikhupura, Gujranwala and Jhelum.

PANAMA—Twenty schools completed as of March 1, with 18 more under construction. Completed schools have 66 classrooms with 5 teachers' living quarters, and can accommodate 2,310 pupils (35 per room).

SUDAN—French-owned bank, Credit Lyonnais, to reorganize operations in Sudan under new name, "Nilein Bank," to be majority-owned by Sudanese interests. Initially, Bank of Sudan to own 60% of shares and Credit Lyonnais 40%, with Bank of Sudan eventually selling its shares to public.

Soviet purchases of Sudan's 1962 long-staple cotton crop reach 95,291 bales, valued at $3.8 million. Sudanese reportedly have arranged to barter part of record carryover of cotton for Soviet commodities such as fertilizer and wheat.

SWITZERLAND—J. R. Geigy, Ltd., Basel, chemical works, proposes increase in company's capital stock from 36 to 45 million Swiss francs at annual shareholders' meeting on Mar. 26, 1963. Geigy's projected capital increase primarily intended for enlarged scientific research and additional domestic and overseas plant investments.

TAIWAN—Chinese Industrial Development and Investment Center (IDIC) provided free services to 934 foreign and domestic investors in 1962. Assistance was given on entry, exit and residence, filing of investment applications, arrangement of surveys and visits, information and reference materials, land acquisition and registration, power supply, taxes and related matters.

TURKEY—Industrial Development Bank's annual report shows that value of loan agreements signed rose sharply to almost $12 million in 1962 compared with $43 million total in entire previous 12 years of operation. Total IDB loans and investments of $68 million approved through 1962 bring total planned investment in industrial enterprises to $182 million compared with $155 million at end of 1961.

Goodyear Lastikleri T.A.S. began continuous production March 1. Over 100 tires being produced daily, and full production of 500 daily is expected by June 1.

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the cover

A. C. Gilbert, Jr. president of the Toy Manufacturers of the U.S.A., represented the U.S. toy industry at the recent toy shows at the Trade Centers in London and Frankfurt. He found that there is a market for U.S. toys in Western Europe—and also problems to solve. For his report, see page 2.

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INTERVIEW: A. C. Gilbert, Jr., President of the Toy Manufacturers of the USA, Inc., is interviewed by H. E. Reisner, editor of "Made In Europe" at U.S. Trade Center in Frankfurt during Toy exhibition.

EUROPEAN TOY MARKET

Vast array of creative new concepts in toys, made in U.S., offered European market

Head of Toy manufacturer's group finds European toys lack the exciting newness of U.S. industry; lists 2 problems, language and nationalism, to be solved

By A. C. GILBERT, Jr.
President, Toy Manufacturers of the U. S. A., Inc.

Yes, there is a market for U.S. toys today in Western Europe, but ———

As president of the Toy Manufacturers of the U.S.A., it was my privilege to represent our industry in January and February at toy shows sponsored by the Department of Commerce at London and Frankfurt, Germany, at the U.S. Trade Centers there. I also visited the International Toy Fairs at Nuremburg and at Lyon, France.

The European toy industry can be described in very general terms as mature and well established, but fairly stagnant when compared with the exciting newness of the U.S. industry.

What we can bring to the boys and girls overseas is a vast array of creative new concepts in fun and education. We can also bring to the European toy market bright, attractive packaging and new ways to promote merchandise at the point of purchase. However, before any of this can be accomplished successfully, the U.S. manufacturer must give concentrated intelligent study to the unique customs, habits, and ways of doing things in Europe. Our American advertising and high pressure sales practices must be integrated, modified and tailored to fit the market place.

the author

Mr. Gilbert, born in New Haven, Conn., in 1919, was graduated with a B.E. degree from Yale in 1941. He joined the A. C. Gilbert firm in 1946 as assistant to the president and since 1954 has been chairman of the board. He was elected last December to the 1-year post as president of the Toy Manufacturers of the U.S.A., Inc.

Two problems

There are two important and difficult problems. One is language and the other is nationalism. It should be obvious that you can't sell a toy in France that requires an instruction sheet for assembly or operation, and print it in English. If the package shows pictures of children, you have to depict children of the country in which it is offered for sale—and a German hair cut looks far different than an American butch cut.

Europe is a convenient term used in America for "that country across the Atlantic." However, the American businessman soon finds he cannot plan one pan-European advertising program or marketing policy. He comes face to face with the fact that in England, France, Germany and the other European nations, the people take great pride in being English, French, German and so on, and do not want to be thought of as citizens of any other country.

Much study and research is needed to fit the product and its marketing to each country. There is no easy way. Either do the job thoroughly and right, or stay out of Europe.

Growing market

Regarding the marketing possibilities in Europe for U.S. toys: there is now, and for the next few years there will be a growing market, provided the basic lessons are followed. Especially on the Continent, the EEC countries (France, Germany, Italy, Belgium, Holland, Luxembourg are coming up fast in consumer purchasing power. The wage earners are just beginning to find leisure time and discretionary spending power. To many of them, the purchase of an American toy has taken on some of the aspects of a status symbol, and it offers a favored way of indulging their children. If the item is really different and has basic amusement value—i.e., if it is a good toy—price is not too important. For example, Mattel, Incorporated, of Hawthorne, California does a big job with the horse "Blaze" even though it sells for over $100 in Rome.

Despite the "flash market" offered by such sales, most toy manufacturers find the prospect of selling their product in Europe via export-import is limited. Unless their products are really unique, price becomes prohibitive when U.S. labor rates are added to ocean freight to tariff. Then the only feasible method is to have the item manufactured in Europe. This means licensing, joint-venturing, merging or building a plant.

Licensing advantages

Licensing has the advantage of no capital investment, use of obsolete tools, extra income from patents and ease of getting going. It is usually a short term arrangement and the rewards are slim (5% maximum on strong patents). If there are no patents, licensing becomes very difficult, if not impossible. The foreign producer is free to copy an item without paying the foreign originator a cent. Nevertheless most of the European business being done by U.S. toy manufacturers appears to be via licensing. Mattell successfully licenses Chatty Cathy in six languages, and took the precaution of making the British version different from the American. Kenner Products Company, of Cincinnati, Ohio, licenses the Chad Valley Co. in England on several of their items. The Hubley Manufacturing Co., of Lancaster, Pennsylvania, has a licensee in Italy; the S. M. Cox Manufacturing Co., Inc., of Santa Ana, California, licenses Lines Bros. in England and on the continent to make model airplanes. There are many other such situations already in existence.

The other approach involves capital and caution, because of the necessity of building up a structure of some permanence. The risks are greater, but so are the rewards. I'm now speaking of joint-ventures, merging or acquiring, or building a plant. In this regard few U.S. toy manufacturers have taken the plunge. Several years ago Revell, Inc., of Venice, California built a plant in England. Louis Marx & Co., Inc. a truly world wide company, has plants in many places including Hong Kong. But these are the exceptions. The manufacturer really has to know what he is doing; the planning must be thorough and based on facts, specially market facts. However, this is the only way to big profits, maintenance of quality and long range growth in a rapidly expanding area.

Opportunity exists

There are today great opportunities for U.S. toy manufacturers to expand their volume and earnings by getting into the European market. For a few years there will be a market for U.S. toys on an export-import basis, provided the toy is unique and carefully distributed. Soon, however, the European toy manufacturer is established in Europe, his market will shrink. The projected growth by 1970 of the Common Market countries indicates that by then the discretionary spending power of the mass consumers will rival the U.S. We cannot afford to sit back now and pass up the great potential waiting overseas.

Surinam seeks foreign investment to speed industrial development

Government offers incentives, welcomes capital goods from abroad; imports constitute more than half of national product

By THEODORE K. OSGOOD

Economic Officer
U.S. Embassy, Paramaribo

Surinam—formerly known as Dutch Guiana—is a small, rapidly developing country on the northeast coast of South America.

As a spur to this development, the Surinam Industrial Development Foundation — an independent Government agency responsible to the Minister of Economic Affairs—has recently been established. The organization seeks to identify and locate profitable investment opportunities; to attract foreign capital to Surinam; to assist foreign investors in any way possible; to consolidate and minimize bureaucratic requirements; and to provide limited market research facilities. Persons desiring further information about investment opportunities in Surinam are encouraged to write J. G. Kuiperbak, Director of the Surinam Industrial Development Foundation, P.O. Box 1505, Paramaribo.

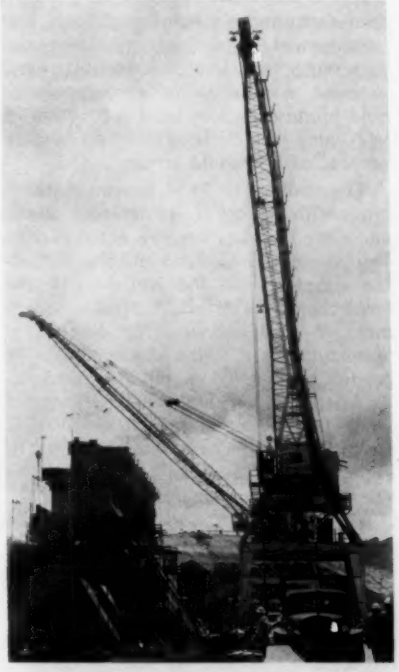
In a further effort to expand trade relations with the U.S. and to encourage American investment in Surinam, a Trade Commissioner has been assigned to New York City. The Trade Commissioner, like the Development Foundation, it is hoped, will be instrumental in bringing to the attention of the U.S. business community the commercial and investment opportunities available in Surinam. This new position has been filled by Edward Wessels whose office is in the Netherlands Consulate General at 10 Rockefeller Plaza.

the author

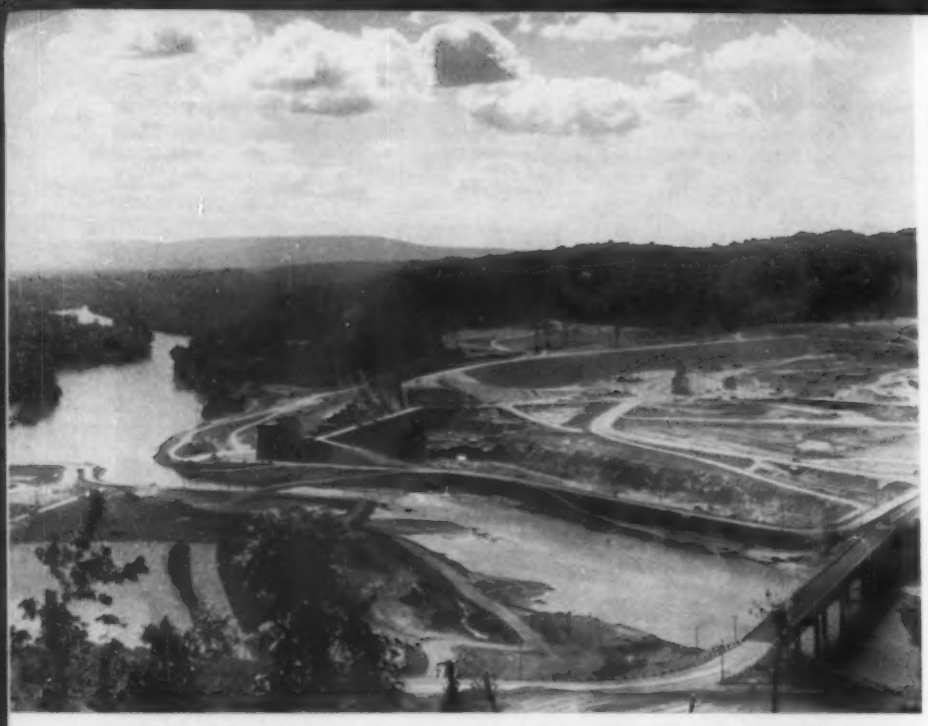
A foreign service officer since 1956 and a German linguist, Mr. Osgood served as vice consul at Duesseldorf before going to Paramaribo in November 1961. A graduate of Swarthmore College, he holds an M.A. and a Ph. D. degree from Yale University.

Dependent on imports

Imports constitute more than half the national product of Surinam. The country is dependent upon foreign sources for virtually all its manufactured goods, textiles, cement, petroleum products, paper products, and chemicals. Most construction materials (exclusive of lumber), readymade clothes, and processed foods also are imported, while a large share of other food products is purchased from



ATOP CONSTRUCTION TRESTLE: For 936-foot-long concrete section of Brokopondo dam in Surinam, 2 gantry cranes are used for pouring. Afobaka, site of the hydroelectric works, has concrete facilities, cement, additives imported.



BROKOPONDO PROJECT: Overall view of construction site and Surinam River whose water soon will be used to generate electricity at Afobaka. Dam will be 6,275 feet long (approximately 1.2 miles).

abroad. Thus, although the domestic market is small, there would appear to be ample room for introduction of light manufacturing in a number of fields, and development of a food processing and preserving industry. Woodworking and garment manufacturing also appear to hold promise as does local production of packaging materials, furniture, and a number of household articles.

The country in 1954 became autonomous with respect to its domestic affairs and since then has been an equal partner —together with Holland and the Netherlands Antilles—in the Kingdom of the Netherlands. With about 50,000 square miles of jungle and savannah, Surinam is approximately the size of Guatemala or North Carolina. The population of slightly more than 300,000 is concentrated along the coastal plain and nearly half the total resides in or near the capital city of Paramaribo, Surinam's chief port and sole urban and commercial center.

Bauxite extraction is the country's principal source of income. In the mid-forties, Surinam accounted for more than a quarter of the world's bauxite production. The country's share of the world total has declined somewhat since then, but with annual bauxite exports of well over 3 million tons, Surinam continues to rank as a major producer. Currently, a $100 million, 150,000-kilowatt hydroelectric dam and aluminum smelter complex are under construction by the Surinam Aluminum Co., a subsidiary of the Surinam is n a Latin country. Nearly private development project is scheduled for completion in 1965.

Although bauxite mining accounts for roughly 30% of Surinam's gross national product (estimated total GNP, 1962, $100 million), only 5% of the population are involved in this industry. By contrast, 60% are employed in agriculture where only 12% of GNP originates. Rice is Surinam's principal crop; small quantities of high-quality rice are exported to Europe and the Caribbean area.

Advantages for U.S. firms

Despite its small size and rather isolated location, Surinam has a number of attractions and advantages which should be of interest to the U.S. business community. Surinam is associated with the European Common Market. The immediate effect of this association has been to establish Surinam's eligibility for substantial financial assistance from the European Development Fund. Surinam exports to the Common Market will also benefit as a result of the gradual elimination of import duties by the EEC nations.

Although located in South America, Suirnam is not a Latin country. Nearly 300 years of association with Holland have given Surinam a unique character and have naturally led to close political, economic, and social ties with the mother country. Dutch is the official language, but many other languages are spoken by the several racial groups, and English is widely understood. Virtually all Government officials and leading figures in the business community have a thorough knowledge of English. Literacy is high and probably approaches 100% in the younger generations.

The country has an enviable record of political stability, honest government, and sound financial management. The Surinam guilder was untouched by devaluations of the 'thirties or those of the post-war period. Surinam is governed by a unicameral legislature (the Staten) and a Council of Ministers.

The economy of Surinam is based on bauxite, which accounts for 80% of total exports (total exports, $41 million in 1961; $31 million to U.S.) and roughly a third of Government revenues. The balance of exports is accounted for by agricultural products—principally rice and citrus—and lumber, including plywood and particle board. Surinam imports in 1961 totaled about $55 million, of which over $18 million came from the U.S.

Despite its association with the Common Market and its membership in the Kingdom of the Netherlands, Surinam grants no tariff preferences and follows a fully nondiscriminatory trade policy. Aside from moderate tariffs, there are few import restrictions or controls and virtually no export regulations. Import duties generally range from 3 to 5% on capital goods and 20 to 40% on consumer goods.

Tax incentives

Two years ago the Staten of Surinam ratified an Investment Ordinance designed to encourage and facilitate foreign (as well as domestic) investment in Surinam. The Investment Ordinance provides for a tax holiday of from 5 to 10 years depending upon the magnitude of the investment, rapid depreciation of fixed assets, and tariff free import of capital goods and associated equipment. Raw materials, auxiliary supplies, and packaging material may be entered without payment of duty for a period of 3 years. Initial investments of as little as $13,000 qualify for a 5-year tax holiday, while an investment of $200,000 or more may enjoy tax immunity for a decade.

In addition the Surinam Government has shown itself willing to assist foreign investors in a number of other ways, including plant-site preparation, construction or improvement of certain facilities such as industrial halls, piers and roads, provision of land on long-term lease, and

provision of vocational training to meet specific needs.

The small size of the domestic market is partially offset by the relatively high annual per capita income—$250-$300—and by the trend toward urbanization which is rapidly concentrating more and more spending power in the Paramaribo area. When considering erection of a manufacturing establishment in Surinam the importance of the expanding Caribbean market should not be overlooked. This might well be an important export outlet for Surinam manufacturers. At present, in fact, small quantities of ready-made clothes from Surinam are to be found throughout the West Indies.

Because of persistent balance-of-payment deficits on current account, Surinam is eager to cut down its imports and increase its exports. Also, the existence of rather large-scale unemployment and the high rate at which men and women are entering the labor force have made provision of new employment opportunities an item of major concern to the Government. Thus, in Surinam, "a new nation in South America," the U.S. investor may find a worthwhile combination of economic, social, and political advantages.

British Guiana hopes to broaden markets and sources of supply

Government seeks to diversify and strengthen economic base; promotional efforts of U.S. exporters could boost sales to Colony

By DAVID A. HUGHES

U.S. Consulate General
Georgetown, British Guiana

British Guiana, the 83,000 square mile Colony on the northeast coast of South America, is now internally self-governing and approaching independence.

DAVID A. HUGHES

With the approach of independence, British Guiana—or Guyana, as it will be known—hopes to widen both its markets and sources of supply; thus energetic efforts and an occasional visit by U.S. businessmen could boost U.S. sales. The U.S. share of imports to British Guiana has risen from 13% in 1956 to almost 20% in 1961.

The Colony, the size of Idaho, has a rapidly increasing population of some 600,000, more than 90% of whom live in the 10-mile deep strip on the eastern coast of the tropical country. Georgetown, the capital at the mouth of the Demerara River, is the only major city and seaport and has over 150,000 inhabitants.

Like peoples in other emerging territories, the English-speaking Guianese are deeply concerned with the problem of economic growth. The Government is seeking to broaden and strengthen the Colony's economic base which has traditionally been associated with sugar. Per capita income is in the range of US$225-$250 and a rather active import business is conducted in a lively and price-conscious atmosphere.

In recent years, the economy has branched out to include bauxite and burgeoning rice industries. Efforts at continued development are handicapped by a lack of roads, a deficiency of trained personnel, and perhaps more importantly, a decreasing availability of capital resources. The Government, which describes itself as "Marxist-Socialist" and as favoring mixed economic, has undertaken a series of major tax changes to raise needed capital. A four-year development plan, started under a previous government, will be finished in 1964.

U.S. goods popular

Basically, British Guiana is oriented toward the United Kingdom, with whom the bulk of her trade has been conducted. The country is included in the Commonwealth Tariff Agreement which places a lower tariff on goods imported from Commonwealth countries than on goods originating outside the Commonwealth.

The reputation of U.S.-made products is quite favorable in British Guiana, however, and as a result where prices are competitive, U.S. goods often are "best sellers." The Consulate General recently began distributing a local newsletter requesting local agencies for U.S. products cited, and the response has been highly satisfactory.

RICE MILL: Increasingly important in the Guianese economy, rice now is the primary labor utilizer.

the author

Mr. Hughes was graduated from the University of Washington in 1960 and attended Columbia University for a short time before entering the Foreign Service early in 1961. Since August of that year he has been in Georgetown, where he is Vice Consul.

There is considerable demand for U.S. textiles such as denims, cotton goods, prints, wash and wear items, and almost all other wearing apparel. Piece goods are often in demand, as are the popular American synthetic fabrics. The U.S. normally supplies 25 to 30% of these items and if further sources of U.S. supply were available locally, an even greater percentage could be sold.

Wheat and wheat flour, which is sold under U.S.-U. K. agreement, is almost exclusively imported from the U.S. Canned and pickled meat products and some dairy products are also brought from the U.S., as are other small household food items. Canned milk is very popular but little of it is bought from the U.S.

Chemicals, medicine, and some fertilizers are other major items acquired from the U.S., as are other manufactured metal products. While most other manufactured items and machinery come from Commonwealth countries, there is no reason why the U.S. share of these markets could not be increased.

Two additional facets of the British Guiana market are notworthy. Eradication of malaria during and after World War II has led to a rapid population growth and it is estimated that within 6 years half of the population will be under age 21. Thus worthwhile effort could be profitable expended by U.S. exporters in reaching this market with bright, wellmade, and durable products in the less expensive lines. Also, over 75% of the population is rural, generally without power facilities; for this market, special attention should be given to hand and battery (dry-or wet-cell) operated appliances.

Importing is usually handled by import houses in Georgetown who wholesale to the smaller merchants. Spot announcements on the radio and regular notices in the newspapers are the usual forms of advertising. Prize contests, gift offers, and tie-in arrangements are quite popular in the Colony.

A trade list of business firms in British Guiana is available at $1 from the Commercial Intelligence Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or any of the Department's Field Offices. World Trade Directory reports on local commercial houses also are available—or will be prepared—at $1 each from the same sources.

Basic economy

British Guiana's exports in 1962 (US$91 million) for the second year in a row exceeded imports (US$72 million).

A large alumina plant was installed in late 1960 by the Demerara Bauxite Co., a subsidiary of the Aluminium Co. of Canada, whose mining operations are 60 miles up river from Georgetown at Mackenzie. Reynolds Metals Co. of Richmond, Va., has a smaller bauxite concession and has regularly increased production in recent years, although operations do not approach the size of Demerara Bauxite's. More than US$16 million worth of dry and calcined bauxite was exported from the Colony in 1961, and an additional US$7 million in alumina produced; 1962 totals should be higher. The only other mining operation is by a subsidiary of Union Carbide which began shipping manganese ore in 1960. All three companies usually buy their equipment through their home offices. The mining industry pays the highest wages in the Colony.

Rice

Rice is now the largest employer of labor in British Guiana. The rapid postwar development of the rice-growing industry has given a new impetus and drive to rural British Guiana. The greatest problem is that of land: The coastal area is below sea level at high tide and must be alternately drained and irrigated. The land itself is hospitable to rice growing.

British Guiana sells the bulk of her rice to Jamaica and Trinidad-Tobago. Within the last 2 years, contracts to Cuba, and to a lesser extent Czechoslovakia, have provided new markets and given even greater incentive to produce more rice and develop more rice lands. There are now 238,000 acres of rice farms, and 60,000 peasant farmers and their families are employed. The average yield is a relatively low 11 bushels per acre and demand is increasing for fertilizers, better machinery, better planting and harvesting methods and equipment, all of which increase the potential for U.S. sales. The Government is also urging use of more fertilizers and better pest control.

There is a large sales market for the aggressive and well-placed farm product salesman or representative.

Sugar

Despite the growing importance of rice and mining, sugar remains the mainstay of economic life in British Guiana, and employs over 25,000 (15% of the country's total labor force of 160,000). The industry is dependent on a U.S. sugar quota and on Commonwealth purchases under the Sugar Agreement. Total production of sugar for the crop/calendar year 1962 was 326,567 tons, only 1,178 tons more than in 1961; however, virtually all sales in 1962 (331,408 tons) were under these premium arrangements. The United Kingdom and Canada took 134,726 and 109,554 tons respectively. Because of shortfalls in domestic U.S. production and in that of other sugar producing areas, the U.S. took 66,125 tons at the advantageous U.S. quota price. Sugar sales value in 1962 will exceed that for 1961 (US$40 million) as a result.

There are few manufacturing industries. The Government established an industrial park south of Georgetown in which a candy factory, a paint factory, a printery, and a mattress factory are in operation. There are few other new industrial projects although the Government hopes to establish other light manufacturing industries as funds become available.

The Government's withdrawal of its policy of a 5-year tax-free holiday for new industries, plus new capital gains and other taxes, have, for the time being at least, slowed industrial growth.

Peru gets railroad loans from Eximbank, World Bank

The Export-Import Bank has authorized a $4.7 million Alliance for Progress loan to the Peruvian Corporation of Lima to buy U.S. locomotives as part of a program for modernizing and rehabilitating the Central and Southern Railways of Peru.

Under provisions of the loan, 19 diesel locomotives plus related spare parts will be supplied by the American Locomotive Company of Schenectady. Two previous $1.5 million Eximbank loans to the Peruvian Corporation have paid for diesel locomotives.

The World Bank is also loaning Peru $13.2 million for railroad improvement. All goods purchased with the proceeds of a World Bank loan are subject to international competitive bidding.

AMF International sells plants to 3 Japanese bakers

AMF International, a subsidiary of the American Machine and Foundry Company, has announced orders from the Shikishima Bakery Company of Nagoya, Japan for a $639,000 automatic package bread plant utilizing AMF's process for continuous mixing of bread dough, and a $313,000 semiautomatic bread plant for Dai-Ichiya Bakery Company in Tokyo.

New series of Supplements to 'IC' includes market studies and mission reports

First Supplement in new series is special report on Africa; to be available through Superintendent of Documents, or Commerce Field offices

The Bureau of Intenational Commerce this week announced the consolidation of several types of publications, including its separately published market studies of individual countries and areas, its trade mission reports, and its commodity market studies, into a new series of Supplements to International Commerce.

The first Supplement, a special report on Africa as a sales frontier for U.S. business, is reviewed on page 40 of this magazine.

The Supplements to International Commerce will be available through the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or through the Department of Commerce Field Offices.

Subscribers to this magazine may obtain a single copy of each Supplement without charge by writing to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, in Washington. Such requests must be received within 15 days of the publication date of the issue of the magazine in which the requested Supplement was reviewed.

$165,000 grant to encourage Ecuador's private industry

AID is sponsoring the development of private industry in Ecuador under the Alliance for Progress through a $165,000 grant to finance a 1-year contract for technical services between the Ecuadorean Government and a U.S. consulting firm.

The U.S. contractor, to be selected jointly by AID and the Government of Ecuador, will assist in developing projects for new industries, and the reorganization and expansion of existing industries. The firm will be expected to provide technical assistance to industry, and furnish information to attract potential investors.

Other objectives of the contract will include analysis and evaluation of industrial loan applications, and the organization of an industrial development promotion campaign designed to attract foreign and domestic capital.

NORWEGIAN SUBCONTRACTORS

An up-to-date list of Norwegian subcontractors, prepared by the Federation of Norwegian Engineering Workshops, contains names of well over 1,000 firms which make parts for a wide variety of products.

Expert exporters say:

. . for expert export assistance, contact the nearest Department of Commerce Field Office

Albuquerque, N. Mex., Courthouse. Phone: 247-0311, ext. 2386

Anchorage, Alaska, Rm. 60, U.S. Post Office & Courthouse. Phone: BRoadway 2-9611

Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75 Forsyth St., NW. Phone: JAckson 2-4121, ext. 6000

Birmingham, Ala., Title Building, 2028 Third Ave., N. Phone: 323-8011, ext. 3131

Boston 10, Mass., Room 230, 80 Federal St. Phone: CApitol 3-2312

Buffalo 3, N.Y., 504 Federal Building, 117 Ellicott St. Phone TL. 3-4216

Charleston 4, S.C., Area 2, Sergeant Jasper Bldg., West End Broad St. Phone: 722-6551

Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731

Chicago 6, Ill., Room 1302, 226 West Jackson Blvd. Phone: 828-4400

Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200, ext. 2944

Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave. Phone: CHerry 1-7900

Dallas 1, Tex., Room 3-104 Merchandise Mart, 500 South Ervay St. Phone: Riverside 8-5611

Denver 2, Colo., 142 New Custom House, 19th & Stout Street. Phone: KEystone 4-4151, ext. 598

Detroit 26, Mich., 438 Federal Building. Phone: 226-6088

Greensboro, N.C., Room 407 U.S. Post Office Bldg. Phone: BRoadway 3-8234

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Kansas City 6, Mo., Room 2011, 911 Walnut Street. Phone: BAltimore 1-7000

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Miami 32, Fla., 408 Ainsley Bldg., 14 NE. First Ave. Phone: FRanklin 7-2581

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Reno, Nev., 1479 Wells Ave. Phone: FAirview 2-7133

Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611

St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St. Phone: MAin 1-8100

Salt Lake City 1, Utah, 222 SW. Temple St. Phone: DAvis 8-2911, ext. 341

San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St. Phone: YUkon 6-3111

Santurce, P.R. 605 Condado Ave. Room 628, Phone: 723-4640

Savannah, Ga., 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull Street. Phone: ADams 2-4755

Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300, ext. 492

U.S. small business combats communism

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Chicago—A freewheeling new contender for international business is vigorously entering crowded world markets, according to Frank Cruger, chairman of the 35,000 member small business association, president of the Indiana Manufacturers Supply Co., and a recently returned visitor from the only country in the world not worried about communism.

"They're closer to expanding trade with the Free Nations than a barber house shave," he told us with conviction the other day when we met his plane at O'Hare field. "The Soviet Union, chopping with flabby prices to meet special competition, is running wildly throughout the world, swapping its timber, manganese and machinery for such things as tankers, dredges and steel."

The Russian export expansion program is in high gear, he said, although it lacks racy variety of selection.

Cruger spread across the luncheon table a score of Soviet books and catalogs, handsomely printed in English on heavy coated paper in four color process, published to encourage the international purchase of everything from Soviet heath cocks and wood grouse to pig iron, and, fasten your seat belts, feminine fashions.

The books are long on percentages, but short with actual accomplishment that no ruble figure appears.

"An agreement between the USSR and Austria," a reader is told, "provides for a fifty per cent increase in trade by 1965. A 100 percent increase between Russia and the Sudan will occur in the next year.

"Between 1951 and 1959 Russian foreign trade more than doubled," the 1961 edition of Soviet exports declares. "During this period U.S. exports has gone up by a mere 10 percent."

But the United States was exporting close to 18 billion dollars and the increase was some billion dollars more than 10 percent. Russia doesn't give her totals.

"Russia runs foreign trade like Captain Bligh operating a factory outlet shoe store," Cruger told us. "Prices can be anything.

"The biggest difficulty the Russians have," he said, "Is a preoccupation with doing things on the grand scale. They build automobiles but lose interest in service stations. There's no distribution as we know it. The only goals are production goals. A purchasing department has no selection; a seller no sales problem.

"But export talk in Russia is as heady as vodka. While the rest of the world enjoys the moonlight, Soviet officials are intrigued only with the machinery and launching pad. They're confident and crusty."

One morning in Moscow Cruger toured the GUM department store to buy a fur hat, selecting one that was extremely high priced.

"It's Muskrat," the clerk told him. "Imported from the United States."

Frank Cruger is a Hoosier (did you know Indianapolis is the largest city in the world without water transportation?) who travels as fast as the cars that whip and lash around the local speedway on memorial day. He's turned up in most of the world's capitals and has beaten trails through a good bit of African and South American bush.

Cruger is involved in five small businesses and owns a 200 acre feeder farm to have something to do on Sundays.

We asked what would happen if his business became so improved that it outgrew membership in the small business association.

"That would be awful," he grinned, but he meant it. Cruger believes that United States strength is in its small privately owned enterprises and that the world view into these brilliant showcases of captalism and democracy is a blasting, crushing block buster of a weapon that gives hefty aid in halting communism.

International Chamber meeting in Mexico City

"Economic Growth Through World Interdependence" is the theme of the 19th Congress of the International Chamber of Commerce, meeting this week in Mexico City.

With plenary sessions and panels arranged on a crowded 5-day (April 22-26) schedule, discussion groups are working on key topics including: a 3-pronged program for international investment promotion; marketing consumer goods in expanding or integrating markets; world cooperation, the basis of efficient shipping services; harmonization of arbitration law and practice; simplification of trading documents and the suppression of consular formalities; uniform standards for modern banking practice; export problems of the developing areas; international protection of industrial property; and others. Seven committees are exploring particular aspects of the convention theme.

A "Basic Report" by Alan Temple, executive vice president of the First National City Bank of New York, was distributed to delegates before the convention as a means of pointing up the general theme and stimulating discussion.

Speakers at the inaugural session are Juan Ortiz Monasterio, chairman of the Mexican National Committee and ICC Congress president; President Lopez Mateo of Mexico; the United Nations Organization representative; and Dr. Hans C. Boden, ICC president.

AID loan to India will buy U.S. thermal generator

A $16 million U.S. loan for India will finance the dollar costs of a 125-megawatt thermal electric generator unit for the Chandrapura power plant in the industrial Damodar Valley.

The loan will provide the new generator as an addition to a 2-unit 250 megawatt plant now under construction. The plant being erected, also financed by an AID loan, is expected to be finished in 1965.

All equipment, materials and services financed by the loan will be procured from the U.S. Equipment will include a 125-MW reheat-type turbine-generator with maximum capacity of 140 MW and a pulverized coal-fired steam boiler. AID requires the hiring of a qualified U.S. consulting engineer to assist the Indian authorities with the project.

Conversion values of European currencies

By PAUL A. MAYER
Bureau of International Commerce

The value of all principal European currencies both in terms of dollars and in terms of other principal European currencies, is shown in the accompanying table.

The table can be read "both ways"; e.g., it shows that $1 buys 7 shillings and two pence (line 1), and also that £1 buys $2.80 (line 7). A reader interested in, say, Belgium and Holland, will find the following pertinent relations:

① 100 Belgian francs buys $2.00 or 7.18 Dutch florins (line 3),

② 100 Dutch florins buys $27.83 or 1,392.73 Belgian francs (line 9),

③ 1 U.S. dollar buys 50 Belgian francs or 3.59 Dutch florins.

The figures are based on official exchange rates. It is planned to update the table in 3-month intervals, unless significant changes in valuation warrant earlier revision. It should be noted, however, that the table is no more than a rough desk tool. In all cases of close financial calculations, up-to-the-minute information must be obtained from banks or finance institutions specializing in foreign exchange.

Country	Currency Units	Value in		$	$	Bfrs	Dkr	Ffrs	DM	£ s d	Lire	Hfl	Nkr	Esc	Pts	Skr	Sfrs
U.S.A.	Dollars	$	1	Read	25.77	50.00	6.90	4.90	3.99	-. 7. 2	617	3.59	7.14	28.57	60	5.19	4.33
Austria	Schillings	S	100	3.88	Inter-	194.02	26.77	19.01	15.49	1. 7. 6	2,394	13.93	27.71	110.87	233	20.14	16.80
Belgium	Belgian Francs	Bfrs	100	2.00	51.54	national	13.80	9.80	7.98	-.14. 2	1,234	7.18	14.28	57.14	120	10.38	8.66
Denmark	Danish Kroner	Dkr	100	14.49	372.35	724.65	Com-	71.01	56.37	5. 3. 8	8,790	52.03	103.50	414.06	869	75.22	62.75
France	French Francs	Ffrs	100	20.41	525.92	1,020.41	140.82	each	81.43	7. 4. 7	12,592	73.27	145.71	583.16	1,224	105.92	88.36
Germany	Deutschmark	DM	100	25.04	645.86	1,253.13	172.93	122.81	week.	8.17. 6	15,463	89.97	178.94	713.53	1,504	130.07	111.02
Gt. Britain	Pounds	£	1.-.-	2.80	72.76	141.18	19.30	13.83	11.26	It	1,742	10.14	20.00	80.68	169	14.65	12.23
Italy	Lire	Lire	1,000	1.62	41.76	81.04	11.18	7.94	6.47	-.11. 6	helps	5.81	11.57	46.30	97	8.41	7.02
Netherlands	Holl. Florins	Hfl	100	27.83	717.82	1,392.73	192.20	136.49	111.13	9.17. 4	17,186	you	198,89	795.82	1,671	144.57	120.61
Norway	Norw. Kroner	Nkr	100	14.00	360.92	700.30	96.65	68.62	55.89	5. - -	8,644	50.28	sell	400.14	840	72.69	60.92
Portugal	Escudos	Esc	100	3.50	90.20	175.00	24.15	17.15	13.96	1. 4.10	2,160	12.56	24.99	your	210	18.17	15.15
Spain	Pesetas	Pts	100	1.67	42.95	83.33	11.50	8.17	6.65	-.11.10	1.028	5.98	11.90	47.61	product	8.65	7.21
Sweden	Swedish Kronor	Skr	100	19.26	492.68	963.39	132.94	94.41	76.88	6.16. 6	11,312	69.17	137.57	550.48	1,156	world-	83.42
Switzerland	Swiss Francs	Sfrs	100	23.11	595.15	1,154.73	159.35	113.16	92.15	8. 3. 7	14,249	82.91	164.89	659.81	1,386	119.86	wide.

Brazil rails order 54 General Electric diesel locomotives

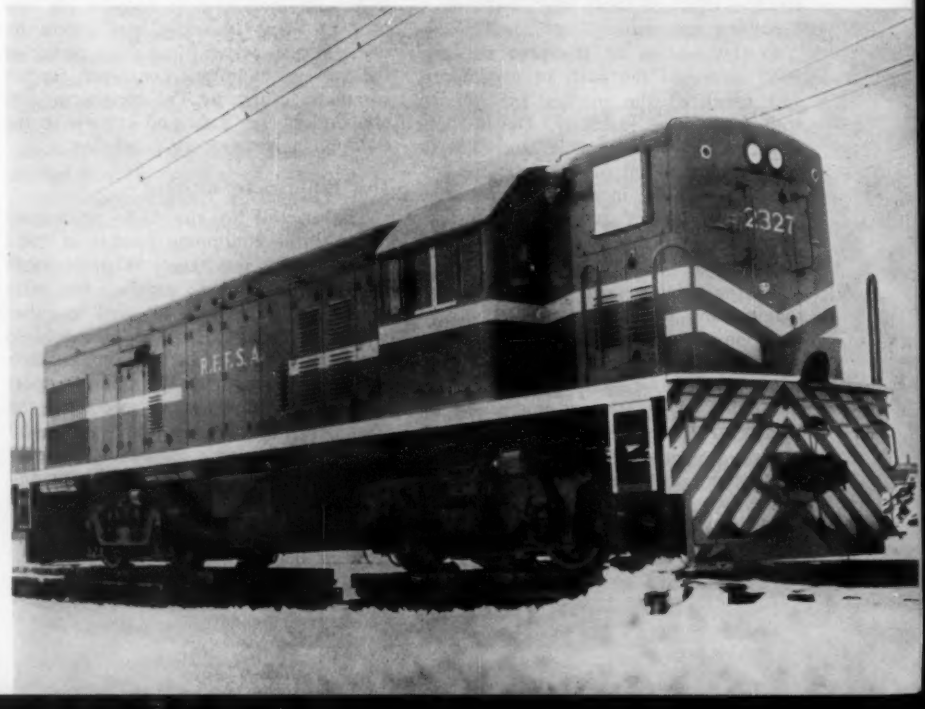
4th order for same type engine; already have 600 GE locomotives

Brazilian National Railways (Rede Ferroviaria Federal S.A.) has ordered 54 General Electric universal diesel-electric locomotives.

Each of the new units weighs 80 tons and is being built to operate on the 1,900-mile meter-gauge Leopoldina Railway based in Rio de Janeiro. Eighty GE diesel-electric locomotives are already operating on this line, hauling freight and passenger trains into and out of the city.

The locomotive can be conveniently operated in either direction in any type of railway service.

ROLLING DOWN TO RIO—A General Electric U13B locomotive awaiting shipment to the Brazilian National Railway. It is 1 of 54 diesel-electrics slated for the Leopoldian Railway based in Rio de Janeiro.



U.S. suppliers face tougher fight in Philippine market

Losing ground on items which compete successfully elsewhere; historic preference for U.S. goods can restore situation; economic development program should expand import market

By LEONARD FELSENTHAL and KENNETH A. GUENTHER

Bureau of International Commerce

U.S. suppliers are reaching a turning point in their trading relationship with the Philippines. In 1962, U.S. exports to the Philippines dropped by almost 20% from their 1961 level of $332.8 million. The U.S. share of total imports has possibly dwindled to its lowest level in the postwar period.

The several major factors contributing to this marked erosion in the U.S. supplier position in the Philippines include:

❶ Under the Revised U.S.-Philippine Trade Agreement of 1956, the preferential rate of tariffs imposed on goods of U.S. origin has steadily declined. U.S. goods are now subject to 75% of normal duty rates against 50% in 1961. After 1964, 90% of normal duty rates will be applicable until the expiration of the Trade Agreement in 1974.

❷ Philippine tariffs have been raised substantially in the past year. The restrictive effect of these tariff increases is becoming increasingly significant.

❸ Devaluation of the peso in early 1962 increased the costs of all imports and restricted the market for imports with high price elasticity. Devaluation, furthermore, has naturally stimulated a greater substitution of domestic for imported goods; the increases in protective tariffs have further strengthened this development in favor of domestically produced goods.

❹ Apart from tariff and preference changes and devaluation, the economic development of the Philippine economy in the past several years was bound to bring about a certain degree of reorientation. With the re-emergence of Japan and Western Europe as major and highly competitive suppliers of machinery and other manufactured goods, the Philippines developed new sources of supply for their import needs.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

However, it should be strongly emphasized that while new domestic industries, often protected by high tariff walls, supply products formerly imported, the rise of new industrial sectors in the economy creates demand for new product lines. Increased per capita income also increases purchasing power of the average Philippine consumer, further stimulating imports. The long-term general outlook for increased exports to the Philippines is therefore favorable.

The Philippine market

The decline in the U.S. percentage share of the Philippine market in 1962 was probably inevitable. What is more alarming, is that U.S. suppliers lost sales in product lines that sell well in other countries and could probably be sold in larger quantities in the Philippines. It is troubling that while Philippine import requirements of electrical and industrial machinery, office accounting and computing machinery, chemical specialty items, and industrial chemicals steadily increase, U.S. sales in these areas declined badly in 1962. The attached table contrasts comparable 1961 and 1962 export levels and analyses U.S. export declines.

While almost all commodity groups declined, there were certain bright spots in the general picture. U.S. exports of man-made synthetic fibers climbed from $7.6 million in 1960, to $8.1 million in 1961, and to $11.7 million in 1962, and sales prospects remain promising. Within the general category of electrical machinery, sales of telephone and telegraph equipment increased noticeably.

Within the general category of industrial machinery (sales down approximately $6 million), U.S. sales of construction, excavating, oil-field and related machinery reached peak levels. Sales levels of tractors, parts and accessories, aircraft parts and accessories, automobiles, trucks, parts and accessories, also increased slightly.

U.S. sales prospects

The prospects for future sales in the growing Philippine market depend on the future performance of the Philippine economy as well as the competitive position of U.S. products in the Philippines. The economic goals for 1963-67 are defined in the Five-Year Socio-Economic Plan promulgated by President Macapagal in January 1962. A good start towards the implementation of this plan was made in 1962, as the decontrol program and the devaluation laid the foundations for accelerated growth.

Estimates by the Philippine Project Implementation Agency, a new government agency charged with the formulation and implementation of major portions of the Socio-Economic Plan, envisage a 45% increase in the Philippine import market by 1967. The approximately $600 million import market of 1962 is thus expected to expand to $900 million by 1967, with a $90 million increase in imports for calendar 1963 based on the assumption that the Project Implementation Agency's present studies and recommendations will result in early placement of orders with deliveries by the end of the calendar year.

Big push

The big push will not come until calendar year 1964, when an increase of $150 million in import orders should be required to implement the development program.

If the Philippine economy expands as anticipated, a promising and expanding

Changes in U.S. Exports to the Philippines (in million dollars)

Commodity grouping	Changes in U.S. sales, 1961-62	Apparent reason for change
Dairy products	— 8.3	Dutch competition.
Leather and leather manufactures	— .4	Increased tariffs.
Wheat	— 7.0	Demand decline.
Wheat flour	— 1.3	Increased domestic production; increased tariffs.
Rubber and manufactures	— 2.0	Increased domestic production.
Cotton unmanufactured	+ 2.8	Demand increase.
Cotton manufactures	— 5.1	Increased domestic production; tariff protection.
Man-made synthetic fibres	+ 3.6	Demand increase.
Paper, related products and manufactures	— 6.8	Japanese competition.
Petroleum and products	— 1.4	Increased Philippine refining facilities.
Iron and steel mill products	— 5.7	Increased domestic production; Japanese competition.
Tinplate	— 4.0	Japanese competition.
Metal manufactures	— 2.1	Unknown.
Machinery, total	—11.6	Third-country competition.
a. Electrical machinery	— 5.6	Primarily U.K. and West German competition.
b. Industrial machinery	— 6.2	Japanese, West German, Swedish, and U.K. competition.
Automobiles, trucks, parts and accessories	+ .7	Demand increase
Medicinal and pharmaceutical preparations	— 3.1	Increased domestic production; third country competition.
Chemical specialties	— 2.0	Third country competition.
Industrial chemicals	— .7	Third country competition.
Office accounting and computing machinery	— .3	Third country competition.
Tractors, parts and accessories	+ 1.2	Unknown.

Source: U.S. Bureau of Census.

market will be open to U.S. suppliers. Even with the declining preference accorded U.S. products and while price competition is becoming increasingly keen, the Philippine market remains a preference market for U.S. exports. U.S. brand names are well known, the image of the U.S. and its products is favorable, and the Filipinos prefer U.S. products if they are not seriously outpriced by goods of other foreign manufacture. (It has been estimated that the Made in USA label with its implicit guarantee of quality, service and good delivery terms, can still overcome an approximate 15% price differential.)

The growing Philippine economy will offer continually changing sales opportunities. For example, the proposed $30 million Esso Standard Eastern investment in a fertilizer plant, while cutting into fertilizer exports to the Philippines, will stimulate sales of machinery and equipment. The successful bid of the Paul Hardeman Co., Inc. of Arlington, Virginia, on the approximately $20 million civil works contract for the Angat Dam partially financed by a World Bank loan also offer openings for U.S. suppliers. However, on the separate contracts for turbines and generators, U.S. suppliers were not the lowest bidders, and these contracts were awarded to a Swedish and a Japanese firm.

Thus, often despite the favorable reception accorded U.S. goods in the Philippines, U.S. suppliers must adjust their sales efforts to the changing needs of the market and the growing strength of third country competition in design, price, quality, and credit terms.

Promising areas

Excellent sales opportunities are also present in the Philippine Government's plans to modernize the fishing industry (the Philippine Congress recently passed a 10 million peso bill towards this end), and proposed plywood and veneer plants, construction of pulp and paper mills, expansion of the textile industry, the manufacture of chemicals and plastics, industrial sector (manufacture of agricultural tools, machine and hand tools, office equipment, electrical machinery, and appliances). Plans calling for the construction of steel mills, and aluminum, nickel and zinc smelting plants also offer sales opportunities for U.S. equipment and "know-how."

Where do we go from here? Given the many advantages and opportunities available to American business in the Philippines, the extra effort needed to adjust to new market conditions, to seek out new business opportunities and to expand sales should not be too difficult. As for foreign competition, a visiting American chemical salesman in talking to an American Embassy official summed up the key to export expansion in the Philippines: When asked if their products were competitive with European or Japanese products, he replied, "We intend to become competitive."

New Turkish industrial bank will boost joint ventures

The new Turkish Industrial Investment and Credit Bank has officially come into being and half of the share capital of $4 million has been paid up. The Turkish Treasury will advance the bank $6 million from foreign aid funds and the 6 banks which founded the new institution will provide it with a credit line of a further $4 million.

In addition to granting medium-term credits to private industry, the Bank will encourage foreign capital investment in collaboration with local funds, take steps to assist the development of a Turkish capital market, and take up and sell shares issued by new and existing industrial corporations.

German photo product trade mixed, imports up 21%

Germany's exports of photographic products declined slightly in the first 9 months of 1962, compared with the 1961 period. Meanwhile, imports increased over 21% for a value of $26 million.

Exports amounted to $99.6 million for the first three quarters of 1962 compared to $100.1 million for the corresponding 1961 period.

Statistics of Germany's imports and exports of photo goods during the first 9 months of 1961 and 1962 are available from the Scientific, Photographic and Business Equipment Division, BDSA, Department of Commerce, Washington 25, D.C.

Installment buying sparks French economic growth

Almost two-thirds of individual credits are used to buy cars; rate of credit growth will be regulated by state policy

Installment credit, that old American institution, is gaining growing acceptance in France, contributing to a rise in the population's standard of living and stimulating business and production.

The French National Credit Council's statistics show that installment credit increased sharply in volume since the end of 1957, when the total amount outstanding stood at approximately $340 million. A rather moderate (5.3%) increase in 1958 was followed by a steep rise in the next 3 years, with annual increases recorded at 34%, 49% and 26% respectively. Credit outstanding at the close of 1961 totalled about $900 million.

In spite of this rapid growth, however, installment credit represents only 1.5% of France's gross national product, compared with 1.8% in Germany, 2.3% in Great Britain and 7.2% in the U.S. French statistics do not separate consumer credit from installment financing extended to commercial firms and professionals for purchase of such equipment as utility vehicles, tractors, and tools of trade. Consumer credit proper, however, which accounted for close to 60% of the total installment sales in 1961, was estimated at $520 million.

Most frequent users

A recent French survey indicates that the most important customers for installment credit are low and medium wage earners. Over 65% of credit customers are blue and white collar workers (except persons holding managerial or professional positions). The exceptions to this pattern are automobile purchasers, who are evenly spread across all income levels.

The largest share of the installment financing, as a matter of fact, is expended on automobile financing. At the end of 1961, for example, out of the $520 million of outstanding credits extended to individuals, approximately $340 million went for the purchase of automobiles (of which one-third were used). Household appliance financing accounted for about $75 million ($50 million for radios and television sets) and furniture and other items for another $55 million.

All categories, however, have shared in the growth since 1958 and all show at least a 250% increase during the period. TV financing alone has increased 325%.

The potential for further growth of consumer credit is considerable in view of the continuing rapid progress of the French economy, full employment and rising wages. The number of potential customers for consumer credit is also expected to increase substantially over the next few years, as young wage earners, product of the postwar baby boom, swell the labor force. The release of soldiers from the military service and the influx of Algerian repatriates to France should further augment this trend.

State's role vital

The rate of consumer credit growth, however, will also depend on Government credit policy. One of the current French economic needs is to enlarge the availability of capital for long-term investments to keep up a rapid and balanced economic expansion. In 1962 the expansion received its principal stimulus from consumption, while investments rose at a slower rate than in 1961. The Government, therefore, has been directing its policy to favor long-term investment and curb undue increases in bank credit.

Although most of installment credit is in the hands of financing companies, these rely in turn on bank loans and ultimately 90% of such credit emanates from the banks. The prospects for consumer credit development this year are relatively good, since recently decreed credit curbing measures will allow banks to expand their credit 12%.

U.S. WAX TRADE

U.S. exports of waxes increased 16% in the first 9 months of 1962 compared with the same period in 1961, the largest gains being in fully refined, crystalline, paraffin wax. Imports decreased 16% in the period, the only substantial increase being in animal wax and ouricury wax.

West German film industry reaches critical low

Production, box-office receipts down; TV blamed but industry reorientation thought essential

The crisis in the German film industry is expected to reach its climax this year. If anticipated government financial and legislative assistance are not granted in the near future, the present situation may well turn into a complete collapse of the industry.

Along with a production decline, drops occurred in box-office receipts and theater attendance, the Department of Commerce reports. In 1962, only 64 feature-length films were produced, compared to 79 in 1961 and 95 in 1960. Gross box-office receipts dropped about 9% while total attendance at motion-picture theaters declined to 460 million in 1962 from 518 million in 1961.

While competition from TV and the changing pattern of recreation are being blamed for the unfavorable development in the German film industry, other factors seem to have a still greater impact.

Tastes changing

The industry needs new talent, initiative and creative thinking. Critics claim that the industry needs reorientation, that it has lost contact with the German public and that producers fail to realize that world tastes are changing and becoming more selective.

The German film industry did produce some outstanding films and financial hits in 1962 but the number of failures has been greater. 1963 production is not expected to exceed 55.

Meanwhile, the percentage share of foreign films on the German market rose to about 85% in 1962 as against 83% for the previous year. Of the 1962 total of 434 films released, 122 were U.S. films (139 in 1961).

U.S. pictures continue to enjoy popularity in Germany. While the number of releases continued to drop, reports indicate that total U.S. film earnings remain steady.

DETERGENTS IN JORDAN

A new Jordanian detergent plant, part of a planned chemical complex, began production in August 1962.

Mexican sales up in February; nation's economy continues steady, unspectacular growth

U.S. sales and purchases fall off, but LAFTA trade gains; taxpayers ask for injunction against new 1% education tax; first favorable balance on external transactions since 1955

Mexican business showed some seasonal improvement in February with increases reported for sales of office and medical equipment, chemicals, cement, iron and steel, textiles, commercial refrigeration, and urban department stores. Chain retail store sales held to their January level, but automotive sales were off slightly.

The Ministry of Industry and Commerce assigned automotive import and assembly quotas totaling 25,207 automobiles and 12,461 trucks to 10 companies for the first half of 1963. These quotas were 21,568 and 10,962, respectively, last year.

Plans of 7 companies for automobile manufacture in Mexico have been approved; the other 3 are awaiting decision. February automobile sales were brisk, in anticipation of higher prices when vehicles are manufactured in Mexico.

The Government considered applications to establish a fourth television station in Mexico City. The successful applicant must make an initial investment of at least $2 million. Eight hour-long color telecasts over 25 imported receiving sets in Mexico City's larger stores met with only modest public enthusiasm.

Plastics grow

Materiales Moldeables, S.A., a subsidiary of British Industrial Plastics, opened a $1.4 million plant in Mexico City to produce urea formaldehyde and melamine formaldehyde. The plastics industry, one of the fastest growing in Mexico, is now capitalized at $80 million, and has 250 plans employing between 30,000 and 50,000 workers. Production capacity in some branches is in excess of requirements.

The Bank of Mexico's annual report states that in 1962 Mexico's Gross National Product (GNP) rose 4.2% in real terms (3.5% in 1961). The agricultural sector rose 5%; petroleum, 1.4%; manufacturing, 5.2%; construction, 4.8%; electric power, 6.5%; commerce and miscellaneous, each 4.2%. Mining and transportation—communication advanced very slightly. The Bank's report attributed GNP growth to increased public investment and higher federal expenditures.

Favorable balance

For the first time since 1955 external transactions showed a favorable balance on goods and services. Merchandise exports rose by $97 million to $901 million in 1962, while imports increased only $4 million, to $1,143 million. Net receipts from tourism and border transactions increased $53 million to $445 million, compared with $392 million (revised) for 1961.

Within the capital account, long-term credits to Nacional Financiera increased $28 million, but new foreign private investment dropped $8 million. Direct foreign private investment was 6.1% of total investment (6.6% in 1961).

The wholesale price index rose 1.8%, monetary circulation increased 8%, the banking system's financing 15%, government investment 6% and expenditures 13%, in 1962. Revenues rose 13%, while income tax collections increased 17%. The national budget deficit in 1962 was $117.6 million, compared with $135.4 million in 1961.

The Ministry of Finance announced that it would refrain from approving external credit operations by Government entities (other than usual bank credits) to avoid weakening the market when the recently authorized $100 million of treasury-backed bonds in foreign currencies are placed on sale abroad.

The new 1% education tax on wages, salaries and professional incomes, promulgated in February, caused many taxpayers to file injunctions with the Federal courts on the ground that the law is unconstitutional.

A tripartite National Commission was named to set the percentage of profits to be distributed by each industry to workers, under the 1961-62 amended Labor Law which makes profit-sharing compulsory. The Commission, representing labor, management, and government, will publish its decisions by December 14, 1963, and the first profit distribution will take place in 1964, based on profits reported in 1963 tax declarations.

Foreign Trade and Tourism

January imports decline to $97.3 million from $104.3 million in December. Imports from the U.S. declined to $68.1 million from $75 million. Total January exports (revalued) declined by $10.4 million to $73.5 million. Exports to the U.S. (not revalued) declined to $44.1 million from $49.6 million in December.

The Mexican Inter-Secretarial Committee of the Latin American Free Trade Association (LAFTA) reported Mexico's exports to LAFTA in January-February 1963 as 55 million pesos (12 million pesos in the same months of 1962). January-February imports from LAFTA rose to 15 million pesos (10 million in 1962).

Tourism was generally good in February. According to the Bank of Mexico, 949,093 tourists visited the interior of Mexico in 1962, compared with 813,370 in 1961.

Dry weather continued throughout most of Mexico in February, and the volume of water in dams declined to 47% of usable capacity, the lowest level since February 1958. The situation was particularly critical in the Laguna district of upper cental Mexico where the water level in the Lazaro Cardenas dam was only 5.6% of capacity, and water was limited to household uses. Only areas irrigated from wells will be planted this year, and about 20,000 families will have no income.

The Government is constructing 2 new irrigation canals to save and redistribute water. Food is distributed at low prices by the Government agency CONASUPO, and resettlement of several thousand families to Campeche State has begun.

Cotton planting will be reduced in 1963, with a crop forecast of 2 million bales, compared with 2,350,000 bales in 1962. Laguna cotton will drop 50% below last year. Favorable weather improved the outlook for sugar production, and the 1962-63 season estimate is for a record 1,575,000 metric tons. Prospects for the 1963-64 season are 1,650,000 metric tons. Exports in 1963 are estimated at 275,000 metric tons (356,790 tons in 1962).

U.S. firm buys German plant, starts new subsidiary

American Metal Climax, Inc. has announced the formation of Europaeische KAWNEER GmbH, a new subsidiary, and the purchase of a factory site in Rheydt, Germany. The new subsidiary will be operated by the Kawneer Company Division and will begin manufacturing aluminum doors, windows, store fronts and wall systems late this year.

Europaeische KAWNEER GmbH will start operations with approximately 40 employees and expects to employ about 300 when in full production. Kawneer Company is also establishing warehousing facilities in Great Britain. The plant in Germany is their first on the Continent.

Harsh winter, mine strike boost EEC's coal imports

The EEC expects to import 4.6 million metric tons of coal from the U.S. in the second quarter, 1 million metric tons from Britain, 0.5 million metric tons from Poland and 0.8 million metric tons from the Soviet Union.

Largest importers of American coal will be Germany, and Italy.

The unusually severe European winter and the French coal miners' strike may, however, make coal imports in second quarter 1963 larger than expected.

An EEC forecast predicts that coal production in the European Coal and Steel Community for the second quarter of 1963 will be 56.2 million tons and third country imports will be 7.2 million tons, making the total supply 63.4 million tons.

Internal consumption of 65.7 million tons and exports of 1 million tons will account for a total demand of 66.7 million tons.

Local coal stocks, which stood at 15.9 million tons on February 3, 1963, will be reduced by 2.6 million tons by the end of the quarter.

SINGAPORE'S COSMETIC IMPORTS

In 1959-61, Singapore's total imports of cosmetics and perfumes, including those from the Federation of Malaya, were as follows (in million dollars; U.S. percentage share in parentheses): 1959, 7.3 (24.2%); 1960, 7.0(20.3%); and 1961, 8.5 (23.4%). Some of the U.S. products were transhipped from Hong Kong.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

N.J. firm to build pulp mill in India thru Eximbank loan

The Export-Import Bank has authorized a $4.7 million loan to the Indian Rayon Corporation Limited (IRC) of Bombay to finance purchases of U.S. machinery, equipment and services to expand rayon producing facilities at Veraval, northwest of Bombay.

Machinery and related equipment to increase yarn producing capacity from 5 to 10 long tons per day and to construct a cotton linter pulp mill is needed. Technopulp Machinery Incorporated of Montclair, N.J., is designer of the pulp plant and will furnish the equipment.

Belgium's photo product trade in major gain

Belgian exports of all types of photographic products increased 24% in the first half of 1962 while imports rose 27.3%, compared to the like period in 1961, official figures show.

Early 1962 exports were valued at $35.5 million, imports at $5.6 million.

Statistics of Belgian imports of photo products for the first 6 months of 1961 and 1962 are available from the Scientific, Photographic and Business Equipment Division, BDSA, Department of Commerce, Washington 25, D.C.

New cable brings direct Jamaica telegraph service

The American Cable and Radio Corporation, a subsidiary of International Telephone and Telegraph Corporation, has established direct telegraph service between the U.S. and Jamaica. The new service will use channels in the recently completed Florida-Jamaica telephone coaxial cable.

With the opening of the new service, cablegrams to Jamaica no longer will have to be sent to San Juan, Puerto Rico, and there transferred to a connecting carrier for retransmission to Jamaica.

AC&R contemplates the inauguration of telex and leased channel service over the new cable facilities in the near future.

Japan's photographic trade sets early '62 record

Japan's foreign trade in photographic products continues to expand.

Exports of motion picture and still picture cameras, photographic film, paper and supplies were valued at $33.2 million in the first half of 1962 for an increase of 31.7% over the corresponding 1961 total.

Imports of all types of photo products, meanwhile, were valued at $5.7 million for an increase of 9.4% over 1961 figures.

Details on Japan's foreign trade in photographic products for the first 6 months of 1961 and 1962 are available from the Scientific, Photographic and Business Equipment Division, BDSA, Department of Commerce, Washington 25, D.C.

AID guarantees Alliance housing project in Mexico

A guaranty for the financing of a housing project by a private firm in Mexico under the Alliance for Progress has been announced by the Agency for International Development.

Consisting of 1,200 dwellings, the housing development will be built in Monterrey by Sociedad Comercial Constructora S.A., a U.S.-Mexican company. The U.S. will guarantee up to $3.5 million, which represents 90% of the loan, to be made from funds provided by U.S. private enterprise.

The demonstration housing project is part of AID's special guaranty program to encourage overseas investment and stimulate private enterprise.

40 states share $35 million in AID-financed exports

Forty states shared in production of $35.7 worth of foreign aid financed orders in the first 2 months of 1963, according to a commodity procurement summary released by the Agency for International Development.

Leading the AID summary for the 2-month period was Illinois with orders totaling $3.2 million. Second was Pennsylvania with 2.9 million, New York, Texas, Louisiana, and Florida also received orders totaling more than $2 million.

The commodity procurement summary includes overseas orders financed by U.S. development loans or grants reported through bank letters of credit exceeding $10,000 for individual transactions. Such reports reflect the geographic spread of foreign aid procurement, but represents less than half (40%, it is estimated) of all AID-financed expenditures within the U.S. Approximately two-thirds of foreign aid procurement dollars are spent in the U.S.

AID loan helps Pakistan keep seawater off farms

Almost 1,000 miles of earthwork embankments will be built to protect more than half a million acres of arable land along East Pakistan's coast under a U.S. loan authorized by the Agency for International Development.

The AID loan proceeds will be used principally to purchase U.S. corrugated metal pipe sluiceways and flap gates, reinforcing steel and cement, and construction equipment, as well as to finance the dollar costs of the services of a consulting engineer.

The loan will finance the first phase of a coastal embankments project to construct 2,800 miles of earthwork dikes to protect more than 2 million acres of cultivable land in the four districts. The cost of the entire project is estimated at $121.5 million including $22 million in foreign exchange costs.

The total cost of the first phase is estimated at $7.1 million in foreign exchange and 157 million rupees (equivalent to $33 million). Pakistan will supply $630,000 in foreign exchange required in addition to the AID loan.

U.S. loan to help many feasibility studies in Ecuador

U.S. consultants to study projects for public and private investors

A $2 million Agency for International Development (AID) loan will assist the Government of Ecuador in financing feasibility surveys to be carried out under contracts with qualified U.S. consultants. These studies will be designed to encourage private and public investments, according to the U.S. Embassy in Quito.

Studies for specific projects will include transportation, irrigation, electric power, development of mineral properties, agriculture and livestock development and food processing.

Detailed studies

The Government of Ecuador has suggested detailed study of: an access road from the banana growing area of Quevedo-Santo Domingo de Los Colorados to the port at Bahia de Caraquey; irrigation and hydroelectric surveys at 3 separate locations; development of a livestock credit system; establishment of a molasses processing plant; financing for a plant to build prefabricated wooden houses; and a silo program.

Other projects under consideration include lumber processing possibilities; manufacture of wallboard and construction panels; processing and canning tropical fruits; assembly of small electrical appliances and agricultural equipment.

The feasibility study program emphasizes those sectors of Ecuador's economy with the highest development opportunities, taking into account the country's natural resources and local market potential.

LOANS TO BUSINESS

The proceeds from a recent $1.3 million sale of PL480 corn to Turkey will be used for loans by the Agency for International Development to private U.S. and Turkish business firms; for loans for economic development; for payment of U.S. obligations abroad; and for various other U.S. purposes.

D.C. firm gets contract to aid Guinea industry

U.S. technical assistance in developing Guinea's vegetable oil industry, beginning with a pilot plant near Conakry, is expected to add new economic importance to an old processing industry in the West African nation.

The plan was announced after the Agency for International Development awarded a one-year $118,222 contract to Checchi and Company of Washington, D.C., for management and technical consulting services.

The pilot project, which follows a feasibility study in Guinea earlier this year, will include three hydraulic hand presses for extracting oil from palm fruit. Equipment probably will enable recovery of 90% of the edible oils, a far greater percentage than under conventional methods used now.

If the pilot project produces favorable results, the process may be extended to other edible oils, such as peanut oil. In the case of palm oils, the new processing capacity is seen also as a potential added material source for the country's soapmaking industry.

Eximbank loan helps Indian metal firm buy U.S. goods

The Export-Import Bank of Washington has authorized a $5 million credit to the privately owned Hindustan Aluminium Corporation (HINDALCO) of Bombay, India to purchase U.S. machinery, materials, equipment, and related services to construct an aluminum fabricating plant at Renukoot in Northern India. The new plant will be integrated with an existing aluminum reduction plant which Eximbank helped HINDALCO finance and which has been described as a most successful operation. The new facility will process ingots into re-draw rod, extrusions, and flat and coiled products at a rate of 15,000 metric tons per year.

Total cost of the new plant is set at over $11 million. The Eximbank credit will cover costs of U.S. aluminum melting casting and fabricating machinery and engineering design of construction to be performed by the Kaiser Engineers Overseas Corporation. The Kaiser Aluminum and Chemical Corporation owns approximately 25% of HINDALCO stock with the balance held by the G.D. Birla interests and the Indian public.

U.S. firms can bid on EDF projects

Bidding for some European Development Fund (EDF) foreign-aid projects has been opened to nationals and firms of countries outside the Common Market under a decision of the European Economic Community's Commission (INTERNATIONAL COMMERCE, Mar. 18, 1963, p. 31).

The European Development Fund was established by the EEC to finance social and economic development programs in overseas territories associated with the Common Market. Most of a new EDF appropriation of around $500 million will be expended in the 18 independent African states—formerly administered by France, Belgium and Italy—which have chosen to retain special trade and aid ties with the EEC.

St. Pierre project

Until now, bidding on EDF contracts has been limited to firms from the 6 EEC states or from the associated overseas countries. Although information is incomplete, it appears that only certain projects will be opened to bidding by "third-countries" including the U.S. The first project under consideration is a $3.3 million port extension on St. Pierre, a French island in the North Atlantic. If this project should be chosen for "third-country" bidding, an announcement will be issued in English, and notices will be published in INTERNATIONAL COMMERCE. A copy of the French text of the EDF project for St. Pierre is available from the Bureau of International Commerce (OIRE), Department of Commerce, Washington 25, D. C.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

EEC Commission authorizes citrus fruit preservatives

Continued use of certain preservative agents on the surfaces and paper wrappings of imported citrus fruits is authorized under a recent regulation of the Commission of the European Economic Community.

Diphenyl, orthophenylphenol, and sodium orthophenylphenate may be used for preservation purposes to the extent that they are permitted by regulations of member states. An earlier Common Market regulation, forbidding importation into any EEC member state of fruits and vegetables treated with substances transmitting a foreign odor, seemed to preclude the use by exporters of these commonly applied preservatives.

The authorization for use of the preservatives is good until Dec. 31, 1965, by which time the industry should have adopted odorless substances.

Full texts of EEC Commission regulations on fruits and vegetables may be found in the *Journal Officiel des Communautes Europeennes* (which appears in the 4 official languages), Apr. 20, 1962, July 20, 1962, and Mar. 13, 1963.

Ghana weighs draft law to lure foreign capital

Parliamentary debate on a capital investment bill began in Ghana's parliament on April 1, according to the U.S. Embassy in Accra. Leading features of the draft law are:

❶ Establishment of a Capital Investment Board to "initiate and organize activities for the encouragement of investment of foreign capital" and to grant approval for capital investments.

❷ No restriction on remittance of capital in event of sale or liquidation, on transfer of profits, or on transfer of payments in respect of principal, interest or other financial charges on an approved project except temporarily to safeguard the external payments position.

❸ No approved investment shall be subject to Government expropriation.

❹ Exemption from income tax for approved investment for 5 to 10 years.

❺ Exemption from import and customs duties for approved investment for materials, spare parts, fuel and raw materials.

INTERNATIONAL COMMERCE will report further developments in connection with the proposed legislation.

Ferrous scrap export ban lifted by ECSC Council

The Council of Ministers of the European Coal and Steel Community (ECSC) has approved a High Authority recommendation to allow the export of ferrous scrap to third countries beginning Apr. 1, 1963, for a period of 6 months. Formerly, such exports had been under embargo.

The suspension of the embargo does not include old pig-iron or new tin-plate scrap, the U.S. Mission to the European Communities reports from Luxembourg. Scrap exports will be subject to license and licenses granted will be valid for 3 months.

The Council's decision provides that the suspension of the embargo may be re-examined at any time on demand of either the High Authority or a member government to determine whether it should be terminated or extended.

The 6-month suspension of the embargo represents a compromise between the more liberal view of the Dutch who favored complete suspension of the embargo and the more stringent views of the French and the Italians.

Denmark shaves certain commodity taxes to 9%

Denmark on April 1 reduced its wholesale tax on certain goods from 15 to 9%, the U.S. Embassy in Copenhagen reports.

The action—affecting yard goods, plastic articles, leather, hides, gold, silver jewelry, watches, and toys—was taken under Act No. 211 (June 16, 1962) establishing the 9% turnover tax at the wholesale level, effective Aug. 1, 1962.

It is expected that the cut in the wholesale tax will be reflected to some degree in retail prices. The change is of interest to U.S. exporters because Danish importers of these products will pay the new, lower rate.

Adjustment of these taxes was forecast in INTERNATIONAL COMMERCE, Sept. 10, 1962, p. 33.

IRAQ CHEMICAL PROJECTS

The Iraq Economic Planning Board has established a committee to invite and consider offers for technical services for four chemical projects. Listed in the current "Detailed Economic Plan" are factories for producing caustic soda, ethylene, polyethylene, and polyvinyl chloride.

Mexico extends free perimeter for two years

Nogales area also slated for enlargement by early June

The free-trade perimeter at Nogales, Sonora, Mexico, (on the Arizona border) has been opened to international commerce for an additional "non-renewable" 2-year period from Sept. 16, 1962. The physical limits of this free perimeter will be increased within the 3 months following the Mar. 2, 1963 publication of the Decree (*Diario Oficial*) extending the time period.

The Nogales Free Perimeter, at its present size and when enlarged, will continue to operate under general regulations established for Mexican free-zones and perimeters. Import duty may be collected on merchandise not considered necessary for economic development of the area or on merchandise similar to that manufactured within the area. The prior-import-permit requirement, applicable to certain items, may be extended to include imports into the free zones and perimeters. The number of items subject to duty or to import control in these areas has not increased substantially during the past year.

This Free Perimeter was established Sept. 15, 1952, for a 10-year period. The current extension is the first granted, and the term "non-renewable" may indicate that these free trade zones, established to facilitate importation because of inaccessibility of Mexican supply sources, will be eliminated as Mexican sources of supply become able to service these markets.

Bonn sets quota for freed coal from outside ECSC

West Germany's coal import quota—free of duty payments from non-European Coal and Steel Community countries in 1963-64—has been established at 12 million metric tons, of which 10 million tons are allocated to the United States. The quota amounts are 105% of the average 2-year quantities imported in 1954-58, the U.S. Embassy in Bonn reports.

The basic duty on the importation of coal, briquettes, and solid fuel processed from coal is $5 per metric ton during 1963 and 1964. Duty-free exceptions for imports from the United States, in addition to the two mentioned above, are made for bunkering imports and for waste products in connection with shipments imported in bond for production of coke, as well as for imports for the U.S. Armed Forces in Germany.

Price ceilings on autos, machinery set in Colombia

Colombia has fixed the maximum retail prices for spare parts and accessories for motor vehicles and agricultural machinery at a "factor" of 18, the U.S. Embassy in Bogota reports. The "factor" (18) is the figure by which the net factory dollar-invoice-price is multiplied.

Since the official exchange rate is now 9 pesos to the dollar and the spare parts and accessories may be sold at a rate of 18 pesos to the invoice-dollar of cost, the maximum price is now, in effect, 200% of the net factory invoice price.

Netherlands' photographic product trade increases

The Netherlands' foreign trade in photographic products made gains in the first 9 months of 1962.

Imports were valued at $15.2 million for an increase of 7.1% over the corresponding period of 1961. Exports, meanwhile, gained 19.5% for a value of $8.1 million.

Detailed statistics of the Netherlands' foreign trade in photographic products for the first 9 months of 1961 and 1962 are available from the Scientific, Photographic and Business Equipment Division, BDSA, U.S. Department of Commerce, Washington 25, D. C.

BONN: DRIED MILK

West Germany has extended the quota issued on Apr. 6, 1962 for dried whole milk from various countries, including the United States.

License applications may be submitted until the unannounced quota is filled, but not later than Dec. 17, 1963. The deadline for customs clearance is Dec. 31, 1963, the U.S. Embassy in Bonn reports.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington 25, D.C.

AUSTRALIA—Contract for **redeveloping "The Rocks" area** awarded to James Wallace Pty., Ltd., at estimated value of some $67½ million. Project will take 10 years to complete.

HONG KONG—List of **successful bidders** for various Government tenders is available.★

PAKISTAN—Circular notices furnishing details on **award of tenders,** issued by Department of Investment Promotion and Supplies, are available: VA-3/AID/407/66572/A-63/21, VA-3/AID/407/66572/A-63/20.★

SOUTH AFRICA—South West African Roads Department awards to E. Lafrenz, P.O. Box 1427, Windhoek, South West Africa, contract valued at about $1,480,000 (R1,200,000) for **tarring 39-mile stretch of road** from Okahandja to Wilhelmstal on main Windhoek-Walvis Bay Road. Project to be completed in 2 years.

SUDAN—Walsh Construction Co., 711 Third Ave., New York 17, N.Y., awarded contract for **constructing 100-mile macadam road** from Khartoum South to Wad Medani. Completion expected in early 1966. AID to finance project, estimated at approximately $4.6 million.

EXPLOSIVES IN LIBERIA

A plant which would manufacture mining explosives has been approved, and early start of construction is expected. A U.S. firm will be the owner, but technical patents and services are to be furnished by a Canadian firm.

TOKYO TRADE CENTER OPENING: Ambassador Edwin O. Reischauer, left; Trade Center Manager Fritz Berliner; Under Secretary of Commerce Franklin D. Roosevelt, Jr.; Japanese Minister of International Trade and Industry Hajimi Fukada inspected the exhibits after the opening April 3rd of the U.S. Trade Center Industrial Instruments and Apparatus Show, the first show in the Trade Center.

6 exhibit categories to be included in Italy's second largest trade fair

Events to be held Sept. 10-23; rising living standard and demand for imports should make Italy good market for U.S. exports

U.S. firms interested in exhibiting products in 6 categories are invited to participate in the 27th Levant International Fair in Bari, Italy, Sept. 10-23.

Categories include automotive maintenance and repair equipment; medical, surgical and dental equipment; industrial and scientific devices for measuring, controlling, and testing; personal industrial safety devices; coin-operated laundry and dry cleaning equipment.

Key factors in the Department of Commerce plans for a U.S. export promotion exhibition at the event, Italy's second largest international trade fair, will be the Mediterranean country's rising living standards and demand for imports.

Italian economic growth has been among the highest in Europe. Her total imports in 1962 amounted to almost $6 billion, a 16% increase over 1961. With almost 50 million people, a rising living standard, and an expanding demand for imports, Italy offers a very attractive market for a wide range of U.S. consumer and capital goods.

With aggressive merchandising and marketing program geared to the requirements of the country, plus the use of sound trade practices such as c.i.f. quotations, more liberal credit terms and careful selection of agents, U.S. exporters should find Italy a valuable market.

U.S. businessmen interested in participating in the U.S. export promotion exhibition at the fair should contact the nearest Department of Commerce Field Office or the Bureau of International Commerce, E. P. Division, Department of Commerce, Washington 25, D.C.

Center in Tokyo reports high level of sales activity

Pa. firm expects to triple sales to Japan due to exhibit

Stormy weather failed to slow down commercial activity at the U.S. Trade Center in Tokyo during the second week of the opening exhibit there.

The new Center was opened on April 3 with an exhibition of U.S. industrial instruments and laboratory apparatus.

Commercial activity continued "at a high level," reports U.S. Ambassador Edwin O. Reischauer, with a total of 2,159 "serious business inquiries" developed during the April 8-11 period.

A spokesman for the Davidson and Hemmendinger firm, Eastern, Pa., said his firm expects to increase its sales to Japan 3- to 4-fold this year because of participation in the show.

U.S. to feature medical equipment at Izmir fair

Exhibits featuring up-to-date medical equipment and hospital supplies, including a typical U.S. drug store, will be shown at the official U.S. exhibition during the 32nd Izmir (Turkey) International Fair, Aug. 20-Sept. 20.

Included in the exhibition, with a theme of "Medicine—U.S.A.," will be the fully equipped offices of a physician and dentist; an operating theater; kidney, heart and lung machines; and several other medical supplies and facilities.

A unique feature at the U.S. exhibition will be an exhibit of earth moving equipment. Heavy construction and earth moving equipment may seem out of place in an exhibition devoted to medicine and medical equipment, but U.S. exhibitors, using murals, will illustrate how this heavy equipment is used in hospital and other medical construction.

The U.S. Exhibition is sponsored jointly by the Department of Commerce and the United States Information Agency. This year will mark the 7th time the U.S. has staged an official exhibition at the annual Izmir International Fair.

U.S. to exhibit for first time in Cyprus

Exhibit of desalinization equipment to be of interest

Some 50 U.S. companies will participate in displays and demonstrations of U.S. products and technology at the International Fair at Limassol, June 28-July 22.

The occasion will mark the first time the U.S. has brought an international trade fair exhibition to the island of Cyprus.

The U.S. exhibition, to be staged by the Commerce Department's Bureau of International Commerce in cooperation with the United States Information Agency, will be built around the theme, "New Paths to Progress."

Products displayed and techniques demonstrated will be of the types which can be adapted to a Mediterranean economy. Of considerable interest to Cyprus, long plagued by the lack of adequate fresh water, will be an exhibit of modern desalinization equipment.

At another exhibit, fairgoers will see machines turn out small copper products. Copper is an important export item of Cyprus.

A potato grading machine and a graphic exhibit telling the story of turkey farming in the U.S. will also be featured. Cyprus now imports American turkeys.

Other products shown at the many exhibits will range from musical instruments and educational toys to farm implements and consumer goods.

Editors' conference planned as part of Brno Trade Fair

An international conference of editors of technical and engineering journals will be held Sept. 6-7 at the Brno Trade Fair, according to Dr. Jiri Suska, an official of the Czechoslovakia Technical and Engineering Society, the American Embassy in Prague reports.

A total of 50 editors from 20 countries have accepted an invitation to participate, including an editor from POWER ENGINEERING, an Illinois publication.

10 U.S. firms enter Thessaloniki fair; local businessmen reorganize to assist

Revised Chamber aims at improving trade between U.S. and Greece; new officers called 'younger, more dynamic' than predecessors

Ten U.S. companies are scheduled to participate in the "Plastics USA" exhibit at the Sept. 1-22 international trade fair in Thessaloniki, Greece.

The limited space in the U.S. pavilion has been filled for the event by this traveling exhibit which has been shown in Moscow and elsewhere in Europe. However, U.S. firms may still take part by assisting their representatives in Greece to mount an exhibit on their own initiative.

The Hellenic-American Chamber of Commerce in Thessaloniki has expressed an interest in taking part in the fair through organizing and assisting U.S. private exhibitors.

The Chamber was recently revised and reorganized in a serious effort, reports the U.S. Consulate General in Thessaloniki, to improve trade and trade relations between the two countries.

As part of its program to achieve this aim, the Chamber has expressed intention to participate in the annual fair "through organizing and assisting U.S. private exhibitors and/or by entering its own exhibit."

Further information about international trade fairs is available, unless otherwise indicated, from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Other short- and long-range aims of the Chamber include seeking ways to overcome obstacles to increased trade such as the distance between the two countries, which causes freight and insurance rates to be higher than European products; identifying market possibilities for U.S. goods not presently sold in Greece; seeking to identify and publicize opportunities for U.S. investment in Greece, particularly through joint venture arrangements; and exerting its influence as a group, working for desired changes in Greek commercial regulations relating to foreign trade, customs, taxes, and quotas.

The Consulate General reports that the seriousness of the Chamber's officers —elected March 13—and their activity to date gives "grounds for optimism." The newly elected officers, the report says, are "generally younger and more dynamic than their predecessors, and are aware that a new beginning must now be made."

Free trip to German fair is Tokyo fair prize

Visitors to the U.S. pavilion at the 5th Tokyo International Trade Fair (April 16-May 6) will have an opportunity to compete for an all-expense paid visit to the U.S. pavilion at the 14th German Industries Exhibition (Oct. 12-27) in Berlin. An essay contest, sponsored by Pan American World Airways and Pepsi Cola International, will determine the winner.

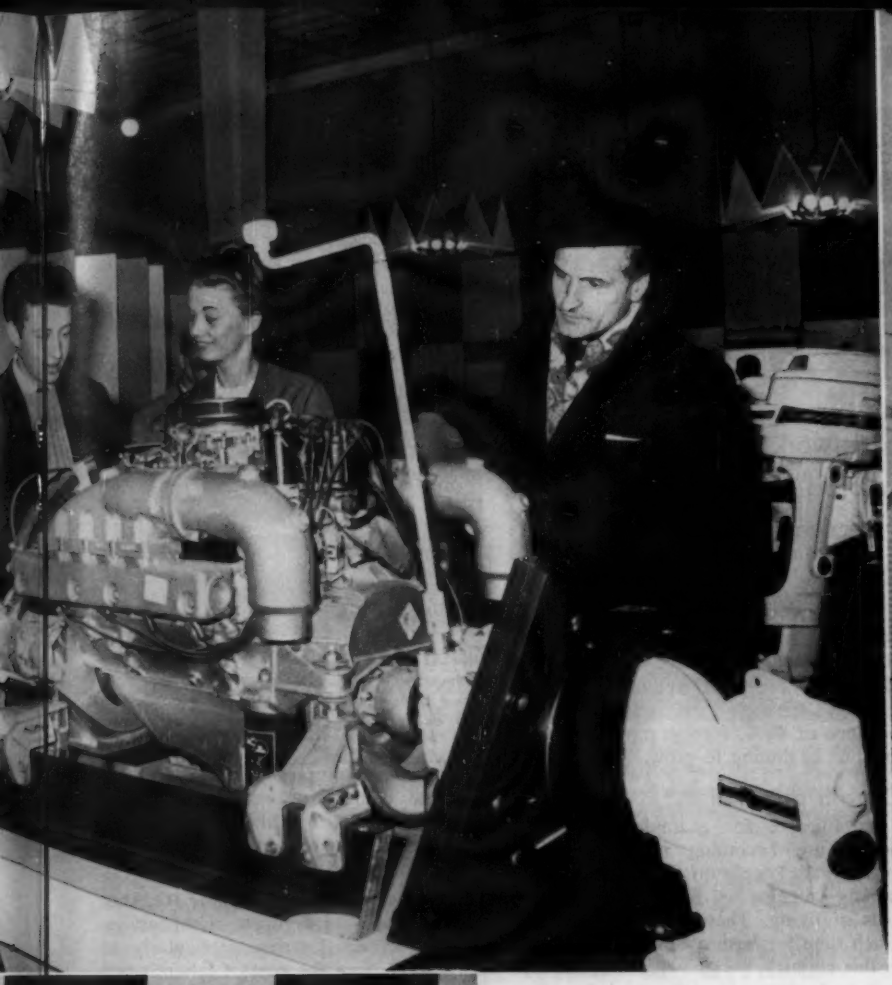
The contest will have 21 entrants—one a day for each day of the fair's run —selected by automation. Among the regular brochures describing the U.S. exhibition, dispensed daily by a specially adapted vending machine, is a special one called the "golden brochure." Those who draw this brochure can compete in the contest for the Berlin trip.

Contestants must write essays on the theme, "The Advantage of Automatic Merchandising to Japan." This ties in with the theme of the U.S. exhibition, "Automatic Merchandising."

Forty-five of the latest model U.S. vending devices from 14 leading manufacturers, that dispense food, beverages, dry goods and services, are being displayed and demonstrated.

J. Walter Thompson and Dentsu Advertising Agency have volunteered to assist Pan American and Pepsi Cola in selecting the winning essay. A number of exhibitors in the U.S. pavilion will donate items for use as consolation prizes for the other 20 contestants.

COFFEE



Lyon 'triumph'

485,000 French visitors pack U.S. Pavilion aisles

Everything was ready, including the freshly polished USA insignia, when the U.S. Exhibition opened on March 31 at the Lyon (France) International Trade Fair. Each of the 50 U.S. firms exhibiting at the fair had an attractive bilingual French hostess to assist in discussions with prospective buyers and agents.

Included in the sporting goods section in the U.S. Pavilion was a representative selection of outboard motors and marine engines made in the U.S. More than 485,000 visitors toured the pavilion during the period March 31-April 8. The exhibition of U.S. goods was described as "a triumph" by the President of the French National Assembly.

French housewives were among the enthusiastic visitors to the household appliances section. Freezers, refrigerators, and electric ranges were among the U.S. products which helped make the U.S. Exhibition what many observers termed "the hit of the fair."

During the first four days, the U.S. exhibits attracted more than 180,000 visitors to see displays of American products. Shown are part of the crowds that thronged the U.S. Exhibition. One U.S. firm sold 500 electric hand tools on opening day.

AN 'E' WINNER'S STORY

Minneapolis power mower firm sees longterm growth market for overseas sales

Toro's success package includes a network of franchised distributors, trade fair exhibits, tailored promotional materials, operation of sales and service schools

Toro Manufacturing Corporation, of Minneapolis, has become the first power mower maker to win the "E-for-export" award. Robert W. Gibson, the company's vice president for marketing, accepted the award during ceremonies in Minneapolis late last year.

Commenting on the award, Gibson reported that sales for the fiscal year ending July 31, 1962, were the highest in the company's history—almost $22 million. Export sales accounted for almost 11% of the total volume.

The firm sells its power mowers through 40 distributors in 35 foreign countries—from Argentina to Belgium, from Tahiti to Thailand. This total has grown from the 4 distributors the company had back in 1951.

DEMONSTRATIONS BRING CUSTOMERS: Toro's power mowers won interest of homeowners at recent West Berlin Fair. Here a "Made in U.S.A." machine is explained at the U.S. Exhibition.

Foreign markets, particularly in Europe, offer a great longterm growth potential, Mr. Gibson believes. Unlike the United States, where almost 4 million units are sold annually and the market saturation level is in the neighborhood of 80%, foreign mower markets are just beginning to grow.

Growth potential

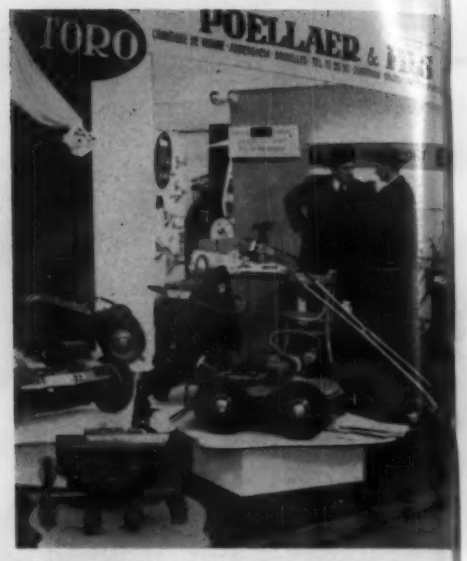
In Europe, for example, one-family homes are becoming more numerous every year. People on the Continent are rapidly catching up to American standards of living. They demand almost as much time for leisure activities as people in this country.

But because foreign markets offer tremendous potentials doesn't mean that selling power mowers is any easier there than in the U.S. "There are many problems that must be overcome before we can hope to triple our export sales," Mr. Gibson noted.

In many countries, the established practice had been for the manufacturer to sell directly to the dealer. The Minneapolis firm initiated franchised distribution such as they had practiced in the U.S. and Canada for many years. The distribution pattern often evolved after the company had exhibited equipment at international trade fairs which served to introduce its products to new markets.

Training sessions

Then, sales schools and service schools were conducted for new distributors. Export accounts were urged to take on allied lines of other manufacturers — some of these imported from the U.S.— such as seeds, fertilizers and garden tools. As a result, the firm's export distributing organization has grown into a competent and well-knit distributing group for the garden supply field.



DISPLAYS MAKE SALES: Toro spurs its overseas business with exhibits such as this one at a recent Brussels Trade Fair. The Minneapolis firm now claims almost 50% of the Belgian market.

One interesting fact that came to light, in some countries the company found that it was often the first U.S. producer of power mowers to introduce equipment in the area.

"Surprisingly," explained Mr. Gibson, "Toro is able to compete with foreign mowers on equal terms, particularly in Europe, because the cost of labor is not the chief factor in the manufacture of lawn mowers." Company plants in Windom and Minneapolis, Minn., are highly mechanized and are able to turn out three power mowers every minute. Europe's low labor and transportation costs and customs duties are offset by the ability to turn out large quantities of mowers.

Where vast price differences exist between our mowers and foreign mowers, Toro is able to hold its own—and even gain sales—because Europeans find the styling and features of American mowers particularly attractive, Gibson said.

A mower which retails for $89.95 in Kansas City might sell for as much as $180 in Paris, for example, because of tariffs, transportation costs and special taxes. "The fact that many Europeans are willing to pay two or three times the American cost is proof of the reputation for quality and performance our units are building," Gibson added.

One obstacle to increased European sales to be overcome is the poor turf and thin lawns which prevail throughout most of Europe. Centuries of cultivation have

exhausted most of the land and owners don't seem to know what kind of soil they have or what kind of fertilizer they should use.

One of the firm's first steps toward improving soil conditions was the purchase of a piece of land in Denmark to be used for research in agronomy. By upgrading turf and lawns, the Minneapolis company hopes it also will be upgrading the need for power lawn mowers.

Promotions keyed

Before it could sell many power mowers in Europe, the firm faced a promotion problem. It found that written promotional materials had to be tailored to limited areas. In the U.S., the same material used in Florida could do the job in Washington, Maine, Kansas or California. But that isn't the case in Europe.

For example, a picture of a lawn mower being used in Switzerland—with majestic mountains in the background—wouldn't be at all effective in Belgium. The company recognized the problem and now keys its promotional material to specific areas in the area languages.

It is also studying its various sales outlets with an eye to defining the best possible pattern of lawn mower distribution. Currently, there is no pattern. In Sweden, its distributor is in the lawn and garden supply business; in Denmark he's in the garden and sweeping business. The French distributor is a hardware wholesaler; in Belgium, he's in the seed business and in the Netherlands, the firm's distributor sells other brands of mowers as well as roadbuilding equipment.

Markets defined

In each country, the mower market needs careful definition, Gibson noted. To attain the company's 10-year goal of tripling its export sales, the firm must determine the market potential through figures that are not as easily available in Europe as they are in the U.S. The company uses construction figures, Census and other statistics in order to find the right answers.

As a measure of its successful market penetration, the Minneapolis firm now has a distributor in every major country in Europe. Its immediate international goal—to increase the number of its retail outlets abroad.

NEW ITALIAN DOCK

A new dock, capable of handling larger vessels, has been opened to traffic at the Italian port of Leghorn.

EXPORT AWARD SPOTLIGHT: Secretary Hodges and John G. Werneke, manager of the Washington, D.C. office of International General Electric, hold the "E" citation awarded to that company, flanked by William C. Wichman, vice president of General Electric, left, and Draper Daniels, National Export Expansion Coordinator, at the recent ceremony held in Washington D.C. (See story below)

Export arm of GE wins 'E' award

Introduces 8 new products into overseas markets in 5 years

By utilizing research, engineering services and aggressive selling, International General Electric Company of New York City increased its export sales by 43% in a single year.

For its demonstrated excellence in the mastery of export techniques, the export division of General Electric received the "E-for-export" award in a Washington, D.C. ceremony on April 10.

At the ceremony held in the Department of Commerce, Secretary of Commerce Luther H. Hodges presented President Kennedy's "E" flag and citation to William C. Wichman, vice president of General Electric Company and general manager of International General Electric.

The New York industrial giant was cited for its introduction of 8 new products into overseas markets in 5 years.

Among these products were manmade diamonds, dishwashers and room air conditioners geared to European specifications and a complete computer control for a steel mill in Wales. Furnaces for stainless steel mills went to France and Japan. Other specialized equipment was introduced into an offshore oil installation in the Persian Gulf and an aircraft plant in Britain.

In addition, the company overcame difficult competitive conditions to set overseas sales records for 10 other product lines, including nuclear, steam or hydroelectric power plants in Germany, Japan, Mexico, Italy, Korea and Yugoslavia.

Overseas exhibits have also played a part in the export program of International General Electric.

Since the Trade Fair program began late in 1954, the firm has been a steady exhibitor in these fairs for its consumer products, X-ray equipment and jet engines. In addition, the GE House of Magic has attracted fairgoers in Pakistan, India, Japan, Syria, Morocco, Tunisia, Turkey and Greece.

TURK-JORDAN TRADE

A trade mission from Amman will arrive in Ankara shortly to discuss the possibilities of expanding commercial relations between Turkey and Jordan.

Sudan ripe for development of clay products industry

Potential market could expand rapidly, raw material reserves of superior quality, joint venture possible

The feasibility of a clay products industry in the Republic of the Sudan is underscored by a recent consulting engineers' study.

After careful field examination, laboratory tests and market evaluation performed between August 1961 and September 1962, the firm concluded that a clay products plant in Sudan is both technically and economically sound.

The Los Angeles engineering firm, Daniel, Mann, Johnson & Mendenhall (DMJM), have published their findings in a report "Technical and Economic Feasibility of a Clay Products Industry in the Republic of the Sudan." Work on the report was undertaken by authority of the U.S. Agency for International Development/Sudan.

Clay reserves are commercially adequate to support such an enterprise. Their quality would result in products superior to any now available, the California firm found.

DMJM specifically recommends that a clay products plant be established with an initial production of about 8,000 gross tons a year. Of this tonnage, the output should be divided between clay sewer pipe and common building brick. Compatible products may be produced later.

Growing demand

The existence of a potential market for clay products is unquestioned, DMJM finds. If presently planned sewerage systems are even partially realized, an outlet for vitrified pipe will develop rapidly.

A $4.2 million sewerage system using vitrified clay pipe is in the final design stage. An AID development loan is being negotiated for this construction work. This factor, coupled with the possible passage of legislation requiring building codes to stipulate the use of clay sewer pipe, plus the needs of structures already in existence, would absorb the full capacity of a clay products plant.

At least one established Sudanese firm would be receptive to a joint venture with a U.S. clay products manufacturer to establish a clay products plant, it is reported.

Firms interested in obtaining further details should write on their letterhead to the Bureau of International Commerce—OII, File 4-3259-2, Department of Commerce, Washington 25, D.C.

Argentine manufacture of silos, warehouses sought

An Argentine wholesaler of metal structures seeks a U.S. license to manufacture farm silos and/or prefabricated metal warehouses.

Write to Talleres Metalurgicos Kiesel & Cia, Bartolome Mitre 367, Buenos Aires.

German firm offers license for fuel pump, governor

A U.S. licensee is sought by a German manufacturer to produce its fuel pumps for mechanical engines and revolution governors.

A pamphlet, in German, describing these products is available on a loan basis from Bureau of International Commerce, OII—File 1081, Washington 25, D.C.

New overseas leads for U.S. concerns

Manufacturers, distributors interested in chemical supplies, carpet yarns, upholstered furniture, plastic containers, automatic doors, mattresses, industrial equipment, oils

A number of European and Australian firms seek capital, joint ventures and know-how from U.S. manufacturers for varied industrial activities.

A French firm is looking for a chemical supply source. Other firms in Belgium, France, Germany, the Netherlands and Spain seek to manufacture yarns, upholstered furniture, plastic containers, industrial oils or equipment, mattresses and automatic doors.

Automatic doors

Netherlands. Manufacturer of steel window frames seeks license to make electrically-operated doors for industrial and residential use. N.V. v/h Firma M.H. Ottenhof, P.O. Box 18, Oldenzaal.

Chemicals

France. Distributor of chemicals and raw materials for industrial and maintenance purposes seeks a joint venture with a U.S. manufacturer of similar products as a means of securing an exclusive source of supply.

Would also consider becoming the sales subsidiary in France of a U.S. company. Jarach, 108 rue du Velodrome, Caudéran (Gironde).

Industrial equipment

Australia. Construction machinery manufacturer seeks license to produce pneumatic-tired, flat and sheepsfoot compaction rollers—either drawn or self-propelled types. Conquip, Ltd., 69-73 Parramatta Rd., Auburn, New South Wales.

Belgium. Nonferrous metals foundry, with hot brass stamping facilities, seeks license to make any kind of valve and electrical connector. S.A.C.A.B., S.A., pour l'Industrie du Curivre et de l'Aluminum en Belgique. 7-15 Ave. Emmanuel, Machelen.

Germany. License sought for the production of lattice masts, tank cars to carry mineral oil and liquid gases, equipment and vessels for the chemical industry and water and air purification as well as garbage incinerators. Stanlwerke Brueninghaus GmbH, 5842 Westhofen, Westphalia.

Industrial oils

Spain. Manufacturer of industrial oils and greases and distributor of hides and skins seeks a joint venture to improve its facilities and increase output of manufactured products.

Needs $150,000 in the form of machinery and equipment, technical assistance and capital which would be represented in shares from the capital stock of the new venture partnership and proportionate representation on the board of directors and in the firm's management. Alejo Etchart, S.A., Berastegui 1, Bilbao.

Plastic items

Germany. License sought to make glass-fiber-reinforced polyester products such as cable drums, storage containers, sanitary

transport boxes and similar items which can be used by the military forces. Fibron Wolfang Mellert KG, Bretten, Baden.

Upholstered furniture

Germany. Manufacturer of mattresses and all types of upholstered furniture seeks license to produce mattresses and patented, reversible upholstered furniture such as television recliners and sofa beds. Hermann Schwarz, Hauptstrasse, 7322 Donzdorf, Wuerttemberg.

Yarns

Germany. License sought to manufacture all special yarns used in the carpet industry. Baumwollspinnerie Eilermark AG, 11 Viefhuesweg, 4432 Gronau/Westphalia.

Potential seen for fruit juice plant in Turkish area

Open market, no competition, other advantages cited

New reports received by the Department of Commerce recommend the establishment of a canning factory to process fresh and frozen concentrate citrus fruit juices in the Aegean area of Turkey.

Enhancing the potential for such an investment are the following:

- Availability of a large and increasing supply of inexpensive fruit.
- Absence of competition and a completely open market. No fruit juice is now sold in cans or is frozen in Turkey.
- Availability in the near future (on completion of the Eregli steel mills) of inexpensive tinplate for canning.
- Improved economic climate for investment in Turkey.
- Good export potential, particularly if Turkey enters the Common Market.

Turkish business circles agree that such an investment would be highly profitable.

The canning industry has developed slowly because of the need to import tinplate at high cost and because of other factors such as management, production and distribution practices.

Firms interested in obtaining further details should write on their letterhead to Bureau of International Commerce—OII, File 4-2033-1, Department of Commerce, Washington 25, D.C.

South Africa surveys opportunities in chemical and allied industries

Board of Trade sees particular potential in field of intermediate chemical materials; tariff protection assured for okayed projects

The South African Board of Trade and Industries recently issued a report entitled, "The Industrial Potential of the Chemical and Allied Industries in the Republic of South Africa," which surveys the potential for growth in this field.

There are great possibilities for development in the chemical industry in South Africa, the report states. Many new investment opportunities are expected to arise in the course of an anticipated new phase of growth.

The biggest opportunities are seen to be in the field of intermediate chemical materials. A list of products that presently could be produced and a second list of products that could be manufactured if other chemicals such as rayon, nylon and synthetic rubber are made domestically is given in the investigation.

Oil refinery

The case for building an inland oil refinery is also examined in the report. This is pointed out in view of the expectation that SASOL (oil from coal plant at Sasolburg, Orange Free State) could not continue to supply the raw material needs of the polyethylene, synthetic rubber and synthetic nitrogen operations also located or planned at Sasolburg, as well as the future requirements of growing chemical and petrochemical industries.

This study represents the second in a series of investigations by the Board of Trade into South African industries that offer opportunities for further development. While it is intended to pinpoint the areas of growth in the chemical industry, the Board emphasizes that those industrialists interested in pursuing particular projects would themselves have to undertake more detailed studies.

Where an industrialist wishes to obtain an assurance of tariff protection before production is started, however, this will be given by the Government if the proposed project is viewed favorably, the report indicates.

Copies of the report will be available for loan in the near future. Requests should be directed to the Bureau of International Commerce, Africa Division, U.S. Department of Commerce, Washington 25, D.C.

Soap firm in Nigeria wants U.S. capital, know-how

U.S. capital and technical know-how are sought by a Nigerian soap firm.

Technical know-how and additional working capital reportedly are needed to enable the firm to fully exploit its potential. Present plant capacity is 5 tons of soap in an 8-hour day.

The firm is planning to install glycerine recovery equipment.

Write to Chief D. T. Akinbiyi, Metropolitan Syndicate, G.P.O. Box 148, Ibadan, Nigeria.

Air conditioning, foam rubber license asked

The president of a Venezuelan importing and distributing firm of iron and steel, tubing and industrial machinery seeks to manufacture synthetic insulating materials such as foam rubber or air-conditioning apparatus either on a joint-venture basis or under U.S. license.

The firm reportedly has $50,000 to invest in the proposed operation.

Write to José Nunez B., President, Comercial Nunez, C.A., Calle Santa Ana, Boleita, Aptdo. 5807, Caracas.

Engineer needs capital for sisal process plant

A Tanganyika engineer, M. S. Amrith, is said to have invented a unique automatic sisal-processing machine.

He claims that his machine can automatically feed, decorticate, dry and brush the sisal leaves, reducing labor costs to about one-sixth.

He is seeking a U.S. partner with capital in order to establish a pilot plant to manufacture the equipment.

Write to M. S. Amrith, P.O. Box 20504, Dar-es-Salaam, Tanganyika.

United Nations asks bids on eggs for Congo forces

The United Nations invites bids for eggs for its emergency forces in Matadi, Congo.

Invitation No. S/3-50104 covers 73,350 dozen (2445 cases) shell eggs, fresh, shell protected (dipped in vegetable oil), white, brown, or mixed color. Each lot is to be graded by the Department of Agriculture (USDA) at origin (packing plant), and at destination (ship side—Port of Embarkation). A USDA Certificate, PY 212, will be required for each grading with a copy for the United Nations. The delivery schedule indicates ⅓ of total is due at Matadi by the end of June; ⅓ by the end of July; and the remaining ⅓ by the end of August.

Bids, FAS New York, should reach R. V. Elms, Director, Purchase and Transportation Service, United Nations, N.Y., by 11:00 a.m. May 1.

A copy of Invitation S/3-50104 containing detailed information on grading, packing, marking, stamping, and the like, may be obtained from D. J. Casey, Rm. 2146 H., United Nations, N.Y.; Phone: PLaza 4-1234, ext. 148. A copy of the Invitation is available for review at BDSA's Commodity Export Promotion Staff, Rm. 4317, Department of Commerce, Washington, D.C.

AID approves loan for Indian power plant

The Agency for International Development has authorized a $16 million U.S. loan to India to finance the dollar costs of constructing a 125-megawatt thermal electric generator unit for the Chandrapura Power Plant in the industrial Damodar Valley.

The loan will provide the new generator as an addition to a two-unit 250 magewatt plant now under construction.

All equipment, materials and services financed by the loan will be procured from the U.S. The equipment includes a 125-mw reheat-type turbine-generator with maximum capacity of 140 mw, and a pulverized coal-fired steam boiler. AID requires the hiring of a qualified U.S. consulting engineer to assist the Indian authorities with the project.

Local currency costs of the second-stage Chandrapura project, estimated at approximately $9.5 million, will be financed by the Government of India and the State Governments of Bihar and West Bengal.

Interested firms may contact the Damodar Valley Corp., Anderson House Alipore, Calcutta 27, West Bengal India.

Pakistan plans for coastal embankment project

Almost 1,000 miles of earthwork embankments will be built to protect more than half a million acres of arable land along East Pakistan's coast under a U.S. loan authorized by the Agency for International Development.

The loan will finance most of the dollar costs of the Government of Pakistan for the coastal project. The embankments are to be built in the Khulna, Bakerganj, Noakhali and Chittagong districts of East Pakistan.

The loan will finance the first phase of a coastal embankments project which envisages the construction over a 10-year period of 2,800 miles of earthwork dikes to protect more than two million acres of culturable land in the four districts.

Total cost of project is estimated at $121.5 million, including $22 million in foreign exchange costs.

The AID loan proceeds will be used principally to purchase, in the United States, corrugated metal pipe sluiceways, and flap gates, reinforcing steel, cement, and construction equipment, as well as the dollar costs of the services of a consulting engineer.

Total cost of first phase is estimated at $7,130,000 in foreign exchange and 157 million rupees (equivalent to 33 million dollars). The Government of Pakistan will supply $630,000 in foreign exchange required in addition to the AID loan.

Interested firms should contact the Government of East Pakistan, Dacca, East Pakistan.

Iraq extends deadline on university project bids

The Directorate General of Building, Ministry of Works and Housing, Baghdad, has announced the extension of the bid deadline for the construction of phase three, University of Baghdad, from April 9 to July 9.

The tender documents and drawings may be inspected and purchased at the following offices:

Directorate General of Buildings (4th Technical Div.) Sadoon St., Samhiry Bldg. Baghdad; The Architects Collaborative International, Ltd., 126, Via Nomentana, Rome, Italy; and The Embassy of Iraq, Washington, D.C.

Tenders must be submitted to the Secretary, the Tender Committee, Ministry of Works and Housing, Baghdad, Iraq, in a sealed envelope marked "Tender for Contract No. III University of Baghdad Project".

Syria invites tenders for cigarette material

The Syrian Tobacco Monopoly in Damacus invites bids for cigarette manufacturing and packaging material. This includes about 15,000 reams and 113,000 bobbins of cigarette paper, 580 tons of various papers and board, 7 tons aluminum foil, 105 tons cellophane, and various filter material.

The bid deadline is May 3. Sealed bids should be submitted to: Le Directeur General du Monopole des Tabacset Tombacs, Rue Salhie-B.P. 616-Damas, Syria.

Copies of the specifications, including bidding instructions in the French language are available on a loan basis to firms located in the U.S. from the Forest Products Division, BDSA, rm. 4003, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-3003).

Tunisian agency seeks bids on playing cards

The Service des Monopoles, Route de Zachouan, of Tunis, a Tunisian government agency, invites bids on about 1,070,000 decks of playing cards.

Deadline for submission of bids is May 11.

Specifications in French are available on loan to firms located in the U.S. from Printing and Publishing Industries Division, BDSA, Department of Commerce, Washington 25, D.C.

Hotel construction planned for Northern Morocco

Maroc Tourist, a company owned jointly by Moroccan government agencies and Spanish capital, plans to expand its chain of hotels in northern Morocco by building a 40-room hotel in Nador and a 130-room hotel at Restinga, north of Tetouan.

Sixty additional bungalows and a shopping center are also planned.

Maroc Tourist already operates hotels and bungalow colonies at Al Hoceima, Ketama, Chaouen and Restinga. It also owns and operates a fleet of charter buses for tours around Morocco.

Although a majority interest is held by the Moroccan Government, day-to-day management is in the hands of the Spanish partners.

The firm is most interested in contacting American companies which can supply the various items, equipment and material it needs.

A WTD report is in preparation.

For further information, U.S. companies are requested to contact the firm's Tetouan office at No. 4 Rue Alfau.

Electrical equipment needed in Pakistan

The Director General of Supply and Development, Karachi, Pakistan, invites tenders for 16 base station trans/receivers; 30 mobile single band trans/receivers; 40 battery charger gasoline engine generators, 300 watts, 15 volts D.C.; and 10 battery chargers, 230 volts, 50 cycle A.C. to 300 watts, 15 volts D.C.

Bid no. is VA-3/L-53/67212/A-2/63 and the deadline is May 1. Specifications may be obtained from Consulate General of Pakistan, 12 East 65th St., New York 21, N.Y., free of charge. One copy of specifications is available for review only in rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WOrth 7-4242).

Iraq asks tenders on steel electric poles

The Republic of Iraq has invited bids for the supply of approximately 5,000 steel electric poles and 1,500 cross arms.

Tender Notice #8 giving terms and conditions may be obtained from the Accounts Section, Directorate General of Municipalities, Ministry of Municipalities, Baghdad, for ID 1 ($2.80) per copy plus 70 cents airmail postage.

Bids must be written in Arabic or (Arabic and English) and submitted in duplicate to the Secretary of the Purchases and Tenders Committee, Ministry of Municipalities.

A deposit of 7% on the first 1,000 Dinars and 5% on the amount exceeding the first 1,000 Dinars must accompany bids.

Closing date for bids is the end of business (Iraq time) April 30.

Specifications may also be examined at the Office of Building Materials & Construction Industries Division, Department of Commerce, BDSA-306, rm. 4002 Washington 25, D.C.

Costa Rica asks bids on highway projects

The Minister of Public Works of the Government of Costa Rica has released the following invitations to bid on highway construction projects:

Liberia-Guardia Highway, Bid No. 8479; Cartago-Limon Highway, Bid No. 8480; Sabana-Pavas Highway, Bid No. 8481; Curridabat-San Antonio Highway, Bid No. 8482.

Bids on invitations no. 8479 and 8480 are due May 6, and bids on invitations no. 8481 and 8482 are due May 7.

Although it is stated on page three of the invitations to bid that plans, specifications, provisions, and forms are obtainable only until April 1, upon deposit of CR $500.00 (roughly equivalent to U.S. (75.00), the American Embassy in San Jose advises that copies of the plans and specifications may be available after that date should U.S. contractors desire to purchase copies.

A limited number of the invitations to bid are available from the Building Materials and Construction Industries Division, BDSA, rm 4002, Department of Commerce, Washington 25, D.C. Copies may also be examined at this location.

Korea invites bids for plastic materials

The Republic of Korea has invited bids for the following: tipping material 9,900 reels; tear tape 7,200 reels; cellulose film 12,750 reels; polyvinyl alcohol 5,000 kgs. net; potasium nitrate 52,100 kgs. net; dextrine 20,000 kgs. net; cocoa powder 48,300 kgs. net; and perillartine 750 kgs. net.

The bids under tender no. KFX-3029-N, project 63-52, are requested by Office of Supply, Government of The Republic of Korea, Seoul.

The bid deadline is May 2.

Copies of tender documents are available from Shung Soo Park, Procurement Attache, Korean Embassy , 2322 Massachusetts Ave., N.W., Washington, D.C.

Canada amends bid on Portage Dam project

The British Columbia Hydro & Power Authority announces an amendment to the tender documents for the Portage Mountain Dam project, contract no. 10 (International Commerce, January 28, p. 27).

One copy of the amendment is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 74242).

Sudan invites tenders for storage sheds

Tenders for the supply and delivery of four storage sheds are invited by the Sudan Gezira Board Supplies Department.

The sheds are to be 100 x 40 meters with a ceiling height of seven meters.

Tenders with early delivery dates will receive additional consideration. Price is to be quoted in Sudanese currency or sterling on the basis of f.o.b. or c.i.f. to warehouses in Gezira.

A deposit of Ls. 1000 (one thousand pounds Sudanese or U.S. $2,870) must accompany tenders and deposits of unsuccessful tenderers will be refunded. Upon notifications the successful tenderer must post a deposit of 5% of the value of the contract awarded.

The closing date for tenders is 12 noon, May 15 and should be addressed to the Asst. General Manager (Supplies), The Sudan Gezira Board, Barakat, Sudan.

Interested firms may review tender notice and specifications in the Building Materials and Construction Industries Division, BDSA, rm. 4002 Department of Commerce, Washington 25, D.C.

Tender-ship bids asked by U.A.R.

Compagnie Orientale des Petroles d' Egypte of Cairo, United Arab Republic, asks for bids on a tender-ship for an offshore drilling rig located in the Gulf of Suez.

The ship is to be about 308 feet long, with a beam of about 48 feet, and about 3,500 tons displacement in working conditions.

Equipment includes one 35-ton revolving crane, a Howco cementing unit, plus the usual drilling equipment for a 13,000 foot well.

Specifications may be obtained from the above at 155 Sharia-Mohamed Bey Farid, Cairo, U.A.R. One loan copy is available from Transportation Equip. Div., rm. 4318, Department of Commerce, Washington 25, D.C. The bid deadline is May 4.

Korea invites bids for TV equipment

The Office of Supply, Government of the Republic of Korea, invites bids for the supply of television studio and field equipment.

The offer includes cameras, switching systems, amplifier systems, control consoles and consolettes, console housings, monitors, audio equipment, spot lights, flood lights and other lighting equipment, and many other studio items required for broadcast operations.

Rough preliminary estimates place total value of this procurement at approximately $185,000. The closing date for bids under Invitation to Bid No. KFX-3030-S, is May 2.

Copies of the tender documents, specifications, and instructions may be obtained from Mr. Chung Soo Park, Procurement Attache, Korean Embassy, 2320 Massachusetts Ave., N.W., Washington 8, D.C. A copy of the specifications is also available for review in the Electronics Division, BDSA, rm. 4125, Department of Commerce, Washington 25, D.C. (Tel: WO 7-2334).

Bid deadline extended for Iraq power project

The Directorate General of Industrial Design and Construction, Ministry of Industry has extended the bid deadline for tender 2/3/19 for boilers from April 8 to June 8 (International Commerce, February 4, p. 35).

Iran will construct iron melting plant

The Iran Consult, an association of Iranian and foreign consulting engineers, requests bids (until May 31, 1963) for a scrap iron melting plant having a capacity of 35,000 tons of steel per annum.

Bids will be accepted in any one of the following: 1.) Complete offer for the entire steel plant; 2.) Separate offer for the melting shop, furnaces, and necessary equipment; 3.) Separate offer for subsidiary installations such as power station, pump station water purification plant, and machinery and equipment for store rooms and raw materials; 4.) Separate offer for the rolling mill and necessary equipment.

In addition, bids will be accepted for continuous casting of billets as an alternative system. Bid deadline is May 31.

A complete set of plant specifications is available from the Metal Working Equipment Division, rm. 4204, Department of Commerce, Washington 25, D.C.

Water treatment equipment needed in Santiago

The Water Board for the City of Santiago (Empresa de Agua Potable de Santiago), Chile requests public bids on equipment for the approximately 90-million gallon (4 cubic meters per second) "Las Vizcachitas" water treatment plant.

Bids for sluice gates (intake structure), chemical treatment and storage equipment, and pipe, valves, and fittings will be opened on July 5.

Bids for flocculation equipment, laboratory testing equipment, flow measuring devices, filter materials (Wheeler bottom, sand) and filter control and operations equipment will be opened on July 9.

Bids for a 160 kw diesel power generating plant, pumps for filter wash and lighting fixtures will be opened on July 12.

The board will accept bids composed totally of imports, totally of local production or a combination of both.

Bidders must be legally represented in Chile and inscribed in the Special Register opened in the offices of the board located at Avenida Bulnes 129, 6th Floor, Santiago de Chile.

A reference copy of the conditions for bidding and specifications, in Spanish, is available for review only in the Water Industries Division, rm. 4113, BDSA, Department of Commerce, Washington, D.C.

Australia amends bids for power station

The Electricity Commission of New South Wales announces an amendment to the tender documents for the Munmorah Power Station, tender no. 1360.

Although tenderers were required to submit proposals for dry type ash hoppers for 350 mw reheat boilers no. 1 and 2 units, proposals for furnishing alternative types of hoppers including "wet" hoppers will be considered. (International Commerce, February 4, pg. 36).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD **indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

200 Food

HONG KONG—Packaged foodstuffs of any kind, also frozen foods; works on principal-to principal basis requiring credit terms and giving credit terms to local clients. Frederick Pordes & Co., Ltd., (importer and exporter), 209/210 Gloucester Bldg., P.O. box 596, WTD 2/16/62.

IRAQ—Low protein flour, 500-750 tons annually; ingredients for cookies and candy. Iraqi Biscuit and Chocolate Industries, W.L.L. (manufacturer), c/o Hasso Marketing, Rashid St., Baghdad. WTD 9/6/62.

203 Canning, Preserving Foods

BURMA—Fruits; clingstone peaches, bartlett pears, royal anne cherries, thompson grapes; all good quality, bulk packaging for repacking into small containers, in water or light syrup; lychees, good quality; requests replies from canners with proforma invoices in Ls sterling FOB and CIF for any or all of the varieties specified. Centrade Polyproducts, Ltd., (sales agent), 43/45 Phayre St., Rangoon. WTD 5/3/62.

FRANCE—Dried prunes (Santa Clara and French Oregon qualities), natural condition, undipped, in bags of 50 kilograms (110.2 lbs.) each, minimum weight, preferably large sizes (33/44; 44/55; 55/66; 66/77); requests replies from packers and exporters. G. Menaud Fils, (wholesaler, importer, exporter), 39 Quai des Chartrons, Bordeaux, Gironde. WTD 2/1/63.

NORTH BORNEO—Assorted cocktail delicacies such as canned peanuts, popcorn, potato chips, pretzels; requests CIF Jesselton prices or CIF Singapore or Hong Kong Prices. Mr. NG Chun Cheng, Huat Lee Trading Co. (importer, retailer), P.O. box 32, Jesselton. WTD 2/16/63.

220 Textile Mill Products

FRANCE—Upholstery fabrics, printed, plain, velvets. Societe Chotard, (importer, wholesaler, exporter), 73 rue de Richelieu, Paris 2e. WTD 1/24/63.

GERMANY—Modern design rugs and decoration fabrics. Direct purchase and agency. Harry Willems, (importer, wholesaler, upholsterer), 32 An der Weide, Bremen. WTD 7/28/61.

NIGERIA—Madras block prints and wax prints. K. Udeochu Brothers & Sons, (importer, exporter), 91 Azikiwe Rd., Ala. WTD 8/22/62.

221 Broad Woven Fabric Mills

● **BURMA**—Dyed poplin, mercerized, guaranteed fast color, width 36 in., length 30 yd., warp count 40, weft count 40, warp thread 133, weft thread 72 (in grey state), quantity two million yards. Bid deadline April 29. The Chairman, Civil Stores Committee no. (2), 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone WOrth 2-4294.)

230 Apparel, Other Finished Products

IRAQ—Ladies', men's and children's underwear and outwear. Direct purchase and agency. Muwaffaq al-Sheikhly, (importer, wholesaler, retailer and agent), P.O. box 178, Baghdad. WTD 10/6/62.

TRUCIAL STATES—Ladies' dresses and other wearing apparel. Sobhraj Reloomal, (importer, retailer, exporter, wholesaler and commission agent), P.O. box 371, Dubai. WTD 2/10/63.

231 Men's, Boys' Suits, Coats, Overcoats

TRUCIAL STATES—Polyester fiber fabrics and any other wash-n-wear readymade suits for men. Sobhraj Reloomal, (importer, retailer, exporter, wholesaler and commission agent), P.O. box 371, Dubai, Trucial States. WTD 2/10/63.

239 Fabricated Textile Products

FRANCE—Table linen and handkerchiefs; requests replies in French. Direct purchase and agency. Ets. Albert Maillard, (manufacturer), 20 rue Sadi-Carnot, Avenues-Aubert (Nord).

ITALY—Fishing nets and cables. Flli. Quinci & F. Azzaro, (wholesaler, importer, manufacturer), Piazza Regina 24, Mazara del Vallo (Trapani).

240 Lumber, Wood Products

FRANCE—Lumber, all species, and related products such as panels and particle board; requests replies in French. Direct purchase and agency. Jean & Louis Trystram, (importer), 23 Place du Palais de Justice, Dunkerque (Nord).

242 Sawmills and Planing Mills

ITALY—Lumber; pitchpine up to 100,000 sq. ft. per year; douglas fir up to 100,000 sq. ft. per year; silver spruce up to 500,000 sq. ft. per year; requests replies from manufacturers only. Scannapieco & Rizza, (importer and wholesaler), Via Giovanni de Verrazzano 2/4/6, Palermo.

243 Prefabricated Structural Wood Products

★★ **GERMANY**—Trade Mission Seeks source of supply and agency for prefabricated building units in wood. Ottje Bernen, 23 Bernlappstrasse, Fruburg in Brersgan. NCIA, I.R. 232.

GERMANY—Sliced American walnut veneers, 0.6 millimeter thickness; requests price quotations C.I.F. Hamburg or Bremen, desires to pay cash against documents. Zalan-Furnier OHG., (importer and wholesaler), 4912 Holtzhausen 29, Post Sylback. WTD 2/6/63.

249 Battery Separators

■ **TURKEY**—Separators for batteries, size,

5.13/16 x 5.13/16x .079 and 5.3/8 x 5.13/16 x .079". S/A no. 001584. PA # 277-700-901-356-3227. Limited worldwide (901). Quotation deadline May 3. Mutla Battery Factory, P.O. box 5, Kartal, Istanbul.

■ Battery separators, 138x148x2mm and 148x148x2 mm, type Darak Armorib 60 and 1500, $6,300, S/A no. 1540. P/A No. 277-700-901-356-3227. Limited worldwide (901). Quotation deadline May 9. Rifat R. Mitreci, Nobethane cad. Tepegozhan no. 35/R-2.

251 Household Furniture

FRANCE—Metal furniture; requests replies in French. Cie d'Exploitation & de Vente de Materiel Industriel, (importer, agent), 88 rue de la Chapelle, Paris 18e.

259 Furniture, Fixtures

★★ **GERMANY**—Trade Mission
Interested in venetian blinds and drapery hardware. Gebr Weyersberg, Wilhelmstr. 29, Solingen-Ohligs. WTD 6/7/61. I.R. 242

261 Pulp Mills

■ **MOROCCO**—Prime strong unbleached sulfite woodpulp, spruce, with high breaking length, 400 mt. (200 t. for delivery in May; 200 t. for June). PA#608-591-898-256-2222. Limited worldwide (898). Quotation deadline May 13. Compagnie Marocaine des Cartons et Papiers, B.P. 94, Kenitra., with copy of quotation forwarded to US AID Mission, c/o American Embassy, Attn: Supply Advisor, Rabat; Ministere du Commerce, Direction du Commerce, Rabat.

■ Dried prime bleached sulfite wood pulp, spruce. 200 tons for delivery May; 300 tons for June delivery. C & F Kenitra, Port Lyautey, PA #608-591-893-256-2222. Limited worldwide (898). Quotation deadline May 13. Compagnie Marocaine des Cartons et Papiers, B.P. 94, Kenitra. Only airmailed offer with samples accepted. Copy of quotation to be forwarded to U.S. Aid Mission, c/o American Embassy, Attn.: Supply Adviser, Rabat; Miniature du Commerce, Direction du Commerce, Rabat.

262 Paper Board Mills

■ **TURKEY**—Cement sack kraft paper $300,000. PA#277-591-901-356-3225. Limited worldwide (901). Deadline May 1. Directorate General, Cement Industrial Corp., of Turkey, Kavaklidere, Ankara. $300,000. Detailed specifications may be obtained from the Board of Counselors for Economic Affairs, Turkish Embassy, 2523 Massachusetts Ave., N.W., Washington, D.C.

■ Multiwall sack kraft paper, 65 gr., m.2 in reels, $5,053. PA # 277-591-901-356-3225. Limited worldwide (901). Quotation deadline May 9. Kesetab Kollektif Ortakligi, M. Kanza, Desoria ve Rahamin Tahtakale, Yenicarsi Gecidi Orta Han Alt Kat, Istanbul. Cable: KESETAB, ISTANBUL.

■ Cement sack kraft paper. $65,000. PA-#277-591-901-356-3225. Limited worldwide (901). Quotation deadline April 30. Directorate General, Cement Industrial Corp. of Turkey, Kavaklidere, Ankara. Detailed specifications may be obtained from the Board of Counselors for Economic Affairs, Turkish Embassy, 2523 Massachusetts Ave., N.W., Washington, D.C.

Multiwall sack kraft Paper, 65 gr. m/2 reels. $5,000. S/A no. 2267. PA #277-591-901-356-3225. Limited worldwide (901). Quotations deadline May 1. Arvam Gulzari Tahtakale cad. 95, Istanbul. Cable: GULPAPIER.

■ Multiwall sack kraft paper, 65 gr/m2 in reels, $5,705. S/A no. 001505. PA#277-591-901-356-3225. Limited worldwide (901). Quotation deadline May 1. Avram Mayim, Tahtakale Tomruk Sokak 30/1, Istanbul. Cable: RODMAYIM, Istanbul.

264 Converted Paper and Paperboard Products

AUSTRALIA—File covers, binders, linen reinforcements, paper, Clive Hogbin Pty., Ltd., (importer, wholesaler), 80 Clarence St., Sydney. WTD 1/11/63.

CEYLON—Paperboard, 1/32" thick cut to 4 11/16" long and 2 1/32" widt, scored as per sample which is available from Trade Opportunities Staff, BDSA-111, Rm. 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675); intended for manufacture of match boxes. Lanka Light, Ltd., (manufacturer) 81 Koralawella, Moratuwa. WTD 9/20/62.

265 Paperboard Containers, Boxes

IRAQ—Corrugated containers for cookies and candy. Iraqi Bisquit and Chocolate Industries, W.L.L. (manufacturer), c/o Hasso Marketing, Rashid St., Baghdad. WT 9/6/62.

275 Commercial Printing

● **CEYLON**—Prime quality hot-dipped tinplate, 95 lbs. substance, 1.25 lbs. coating, temper three. Lithographed design to be supplied by successful tenderer. Quantity sufficient to cut 440,000 blanks 13⅝" x 5-11/16", 22,000 blanks 17⅝" x 6-3/16," with undecorated 9/16," margin either end throughout entire height, for manufacture of containers for milk powder. Plate size not over 30" x 40". Bid deadline May 2. Chairman, Milk Board, P.O. Box 1155, Colombo, Ceylon ★ (WO 7-4115).

280 Chemicals

■ **CHINA**—Various commodities in small quantities, such as organic mercury, fungicide, dithane, and karathane WD. PA-#484-236-000-253-3002. U.S. source. Bid deadline April 29. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei, Taiwan Cable: TRUSTPUR. Inv. #CP-2080. Specifications available from Mr. Jos. C. Wei, acting director, Division for the Central Trust of China, Chinese Government Procurement and Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

281 Industrial Chemicals

AUSTRALIA—Barium Ferrite and bismanols used for manufacture of permanent magnets. Swift & Co., Ltd., (importer, wholesaler, agent), 149-155 Milton St., or Private Bag no. 2, Ashfield, N.S.W. WTD 2/15/63.

★★ **GERMANY**—Trade Mission
Wants to purchase 20 to 50 tons per month of phthalic anahydride a chemical used in making lacquers. Synthopol Chemie, Dr. Koch & Co. Hamburg-Billstedt. NCIA, I. R. 214

Wants agency for chemicals and industrial raw materials on long term supply basis. Possehl Chefie und Isolierstoffe Gmbh, Steinhoeft 11, Hamburg 11. WTD 1/9/62. I. R. 299.

Agent for chemicals seeks additional lines in chemicals. Otto Herr, 1 Theaterstrasse 1, Hanover. WTD 9/13/61. I.R. 70.

GERMANY—Anti-corrosion compounds for all industrial purposes; requests replies in German. Ernst Melzer, (manufacturer and wholesaler), Postfach 23, 563 Remscheid-Reinshagen. WTD 2/1/63.

Organic auxiliaries for the rubber industry. Chemikalien Aktiengesellschaft, Dept. C. Inland (importer, wholesaler, exporter), Frankfurt/Main, 10/12 Senckenberg Anlage. WTD 2/18/63.

■ **KOREA**—Caustic soda smda solid, 98% up nach. 100 mt. CANDF or CIF Pusan, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 6. Yu Young Industrial Co., Ltd., International, P.O. box 1428, Seoul. Cable: YUJINTRD, Seoul. Ref. no. FFO-SAI-3-261. Copy of offers to be sent to Bank of Korea, Seoul, by air mail, AID Section, and to the Director, U. S. AID/Seoul, c/o American Embassy, Seoul.

■ Caustic soda, solid 98%, 100 mt.; Soda ash, light or dense, 50 mt.; vinyl-copolymer resin, uncompound, 15 mt.; diectyl phtalate, tech, 10 mt.; phenol, USP ice crystal, 10 mt. C&F/CIF Pusan, all U.S. flag liner vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 1. Bokji Industrial Co., Ltd., #2-4, 2nd St., Choong-Moo-ro, Choong-ku, Seoul. Cable: HAPPYLAND, Seoul. Ref. #FFO-SAI-3-234.

■ **PAKISTAN**—Thermo-plastic moulding compound, virgin cellulose acetate, P.V.C., polystyrene and polyethylene. Loan no. 53. U.S. source. Bid deadline May 1. Churigar Plastic Industries, 20 Quettawala Bldg., Marriot Rd., Karachi. Cable: CHURICO, Pakistan, S/A no. RM 036777. Amount $13,159.

■ **TURKEY**—Polyethylene, high clarity, monsanto mpe 31, or equal, $5,300. PA# 277-390-901-356-3223. Quotation deadline May 2. Nuh Ticaret Ve Sanayi, A.S., Akkopru Iskitler Caddesi, Ankara. Cable: MAKARNA, Ankara. S/A No. 11/1.

■ **VIETNAM**—Offgrade polyethylene, natural, low density, for blow molding, 22,000 lbs; polystyrene, crystal, 15,400 lbs; polystyrene, colored, 6,600 lbs; PVC compound various colors, total 9,000 lbs.; polyethylene, natural, substandard high density, 13,200 lbs. Offers will be reviewed on C&F basis only. FOB and freight costs must be indicated separately. Freight 100% U.S. flag vessel. A copy of each offer to be sent to the Director General of Commerce, 59 Gia-Dong, Saigon. Limited worldwide (901). Quotation deadline May 6. To Hop Chan Hung, 13/1 Duong Thap Muoi, Cholon.

■ Polyethylene resin, low density, natural color, standard grades, 50,600 lbs; polystyrene, crystal, 44,000 lbs; polystyrene, colored, 22,000 lbs; polyethylene L.D. natural, general purpose. Offers reviewed on C&F basis only. FOB and freight costs to be indicated separately. 100% U.S. flag vessel. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon. Limited world-wide (901). Quotation deadline May 6. To Hop Chan Hung, 13/1 Duong Thap Muoi, Cholon.

282 Manmade Fibers

FRANCE—Manmade fibers for weaving; requests replies in French. S.A. Pierre Dubly, (manufacturer), 8 rue du Pays, Roubaix (Nord).

★★ **GERMANY**—Trade Mission
Wants additional lines in chemicals for plastics and synthetic rubber industry. Otto Herr, 1 Theaterstr, Hannover. WTD 9/13/61. I.R. 70.

Importer of industrial chemicals wants long term supply basis as agent for plastics. Possehl Chemie und Isolierstoffe Gmbh. Sternhoeft 11,

Seeks agency for special plastic products for building industry. August Winkelhoff, K.G., 27 Osterstrasse, Hildesheim. NCIA, I.R. 65.

Interested in direct purchase and agency representation of a U.S. firm to handle finished and sheet vinyl plastics. Guenther Ruegenberg. Georgstrasse 12, Hannover. NCIA. I.R. 51.

HONG KONG—P. V. C. resins; requests replies from manufacturers only. Exclusive distributorship. Tong Seng Co., (im-

porter and exporter), 336 Wang Hing Bldg., 10 Queen's Rd. Central or P.O. box 1736. WTD 7/18/62.

■ **KOREA**—Nylon filament yarn, for fishing net, 210D/24F, 420D/48F, 840D/96F, bright standard quality on bobbin and cones, white, unoiled, unsized. CANDF Pusan, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 6. Nam Yang Fishing Net Ind. Co., Ltd., 93 2KA Nam Hangdong Yungdoku, Pusan. Cable: NAMYANGNET, Seoul. Ref. no. FFO-SAI-3-262. Copy of offers to Bank of Korea, Seoul, air mail, AID. Section, and to the Director, US AID/Seoul, c/o American Embassy, Seoul.

■ Filament nylon yarn for fish net on tube and/or bobbin/cone, 210, 420, 840 denier lustre, bright/semi-dull, normal tenacity/high. CANDF or CIF Pusan, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 6. Pochang Netting Ind. Co., Ltd., 410 Kayadong Pusanchinku, Pusan. Cable: POCHANG, Seoul. Ref. #FFO-SAI-3-264. Copy of offers to Bank of Korea, Seoul, air mail, AID. Section, and to the Director, US AID/Seoul, c/o American Embassy, Seoul.

■ Nylon filament yarn for fishing net, grade or industrial, unoiled, unsized, bright, on bobbin or corn type 6 or 66 210D/32F, 210D/34F, 420D/32F, 420D/840D, 136F, 840D/140F. CANDF or CIF Pusan by U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 6. Cheil Fishingnet Ind. Co., Ltd., 533 KA Yangpyungdong Yungdungpoku, Seoul. Cable: FISHNETCO, Seoul. Ref. no. FFO-SAI-3-263. Copy of offers to Bank of Korea, Seoul, air mail, AID. Section, and to the Director, US AID/Seoul, c/o American Embassy, Seoul.

■ Rayon staple fiber, 1.5 denier, 1.5 inch, approx. 205,000 lbs. C&F and/or CIF BY U.S. flag liner vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 1. Ilshin Spinning Co., Ltd., 18-2, 2Ka, Ulchi-Ro, Choong-Ku, Seoul. Ref. #FFO-SAI-3-235. Copies of all orders to Bank of Korea, air mail, Seoul, Attn: AID Section, and to the Director, USAID, Seoul, c/o American Embassy, Seoul.

■ **TURKEY**—Synthetic rubber types sbr 1500, $50,100; sbr 1712, $32,100; gri 301, $30,100. Film wrapped and packed in multi-wall paper bag with burlap bag overslip. C and F Derinoe, Turkey. PA #277-891-901-356-3232. Limited worldwide (901). Quotation deadline May 6. Turk-Pirelli Lastikleri A.S., Dursun Han Kat 7, Salipazari, Istanbul.

■ Ion exchanger of synthetic basis, regenerable with NaCl solution 18,000 lits. Offers of each item to be accompanied by four samples, each of 250 gr. at least. FOB port of loading, C&F Istanbul. S/A no. 24. PA#277-390-901-356-3223. Limited worldwide (901). Quotation deadline May 1. Sumerbank, Alim ve Satim Muessesesi, Bahcekapi, Istanbul.

283 Drugs

★★ **GERMANY**—Trade Mission

Large German importer wants long-term agency supply contracts for full line pharmaceuticals. Possehl Chemie und Isolierstoffe Gmbh; Sternhoeft 11, Hamburg 11, WTD 1/9/62. I.R. 299.

● **GHANA**—Ephedrine hcl powder, 20 x 250 G bottles; syrup codeine phosphate, 800 lit.; Syrup tolu, 800 lit.; glycerine boracis, 200 lit.; and beeswax—white, 10 lbs. For use of Ghana Army. Tender No. Army 6300/1; bid deadline is April 29. Estimated value $2,600. Ghana Supply Commission, P.O. box M-35, Accra. (WO 7-3394).

HONG KONG—Fibrinogen, dried plasma and other human blood fractions; requests replies from manufacturers only. Frederick Pordes & Co., Ltd., (importer and exporter), 209/210 Gloucester Bldg. or P.O. box 596. WTD 2/16/63.

Medicines. Exclusive distributorship for Hong Kong, Macau, South Vietnam, Cambodia, Singapore and Malaya on a principal-to-principal basis with varying credit terms. Frederick Pordes & Co., Ltd., (importer and exporter), 209/210 Gloucester Bldg. or P.O. box 596, Wipor. WTD 2/16/62.

■ **KOREA**—U.S.P. and N.F. grade medicinals, such as aspirin; phenacetin, caffein anhy., cascara sagrada, Santonin, Piperazine adipate, DL-methionine, vitamins, B1, B6, B2; vitamin C, nicotinamide, calcium D-pantothenate, large quantities. Brand name should be clearly described in offer, with samples required. C&F Pusan, FOB price, on U.S. flag vessel. PA # 489-370-901-356-3200. Limited worldwide (901). Quotation deadline May 4. Dai Yung Pharmaceutical Co., Ltd., 28 Choong Hak Dong, Chong Ro Kum Seoul. Ref. # FFO-SAI-3-239. Additional Requirements.★

■ Vitamin A, B1, B2, C, E; nicotinamide; calcium d-pantothenate; Dl-methionine; inositol; dextrose, large quantities, various packings, samples required. CIF Pusan, U.S. vessel only. PA # 489-370-901-356-3200. Limited worldwide (901). Quotation deadline May 4. Yuyu Industrial Co., Ltd., 7, 2-Ka Chungum-Ro, Chung-Ku, Seoul. Ref. # FFO-SAI-3-240. Additional requirements.★

■ Achromycin powder 250 mg., 35 kg., USP, Aureomycinophthal im powder 100 mg., 7 kg., USP, aureomycin Ophthalmic oint. powder, 12 kg., USP. Must indicate maker's identification, with samples. Price FOB, C&F or CIF, U.S. flag liner vessel. PA# 489-370-901-356-3200. Limited worldwide (901). Quotation deadline May 1. YuHan Corp., 49-6 Daebangdong, Yongdong-poku, Seoul. Cable YUHAN, Seoul. Ref. # FFO-SAI-3-232.

■ Cal-d-pantothenate; Dl-methionin; L-lysine mono HCL inositol; nocotinamide; various vitamins. USP and NA grade. Indicate maker's identification, with samples prior to forwarding quotations. FOB, C&F, or CIF price, U.S. flag vessel. PA # 489-370-901-356-3200. Limited worldwide (901). Quotation deadline April 30. YuHan Corp. 49-6 Daebangdong, Yongdongpoku, Seoul. Cable: YUHAN, Seoul. FFO-SAI-3-229. Additional Requirements.★

■ Dihydrostreptomycin sulfate; streptomycin sulfate 380 kgs., procaine penicillin, 200 Bus, "Impex" brand or equal, in bulk; panstrep, 194,500 doses. CIF Pusan export standard packing, sample with offer required, U.S. flag vessel. PA # 489-370-901-356-3200. Limited worldwide (901). Quotation deadline May 1. Dong-A Pharmaceutical Co., Ltd., Yongdoo-dong Dongdaemoon-Ku, Seoul. Ref. NO. FFO-SAI-233. Additional Requirements.★

■ Medicinals, such as aminopyrin; aspirin; caffeine; calcium D pantothenate; camphor; dextrose; d.l. methionin; methyl salicylate; nicotinamide; petrolatum; phenacetin; santonin; various vitamins. Give brand name in quotation and send samples. Delivered CIF Pusan. U.S. flag liner, FOB price. PA # 489-370-901-356-3200. Limited worldwide (901). Quotation deadline May 7. Korea Pharmaceutical Ind., Assn., 181 Kwanchul-Dong, Chongno-Ku, Seoul. Ref. # FFO-SAI-3-246.

■ Medicinals such as aminopyrin; aspirin; caffeine; calcium pantothenate; d.l. methionin; dextrose; nicotinamide; petrolatum; phenacetin; santonin; various vitamins, large quantities. Brand name should be shown on offer, with samples. Delivered CIF Pusan, FOB price, U.S. flag liner. PA#489-370-901-356-3200. Limited worldwide (901). Quotation deadline May 6. Korea Pharmaceutical Ind., Assn., 181 Kwanchul-Dong, Chongno-Ku, Seoul. Ref. #FFO-SAI-3-245. Additional requirements.★

■ Medicinals, such as aminopyrin; aspirin; caffeine anh.; camphor; d.l. methionin; petrolatum; phenacetin; santonin; vitamin AD2 and C, various grades and quantities. Brand name should be clearly described in offer; samples required; delivered in Pusan CIF, U.S. flag liner; F.O.B. PA#489-370-901-356-3200. Limited worldwide (901). Quotation deadline May 6. Korea Pharmaceutical Ind., Assn., 181 Kwanchul-Dong, Chongno-Ku, Seoul. Ref. #FFO-SAI-3-244. Additional requirements.★

■ Acetyl salicylic acid (aspirin), 2,000 kg.; acetophenetidi (phonacetin), 1,000 kg., USP; santonin, 86 kg., NF. Brand name should be clearly described in the offer, samples required, delivered at Pusan, U.S. flag liner. Quotations to show CIF & FOB prices. PA#489-370-901-356-3200. Limited worldwide (901). Quotation deadline May 6. Kuck Dong Pharmaceutical Co., #62, Changkyo-Dong, Chung-ku, Seoul. Ref. #FFO-SAI-3-1963. Copy of offer to be sent air mail to Bank of Korea, Seoul, Attn: AID section and to the Director, US AID, Seoul, c/o American Embassy, Seoul. Additional requirements.★

284 Soap, Detergents and Cleaning Preparations, Perfumes, Cosmetics

HONG KONG — Toiletry items such as perfumes, florida waters, powders and hygienic articles. Exclusive distributorship for Hong Kong, Macau, South Vietnam, Cambodia, Singapore and Malaya on a principal-to-principal basis with varying credit terms. Frederick Pordes & Co., Ltd., (importer and exporter), 209/210 Gloucester Bldg. or P.O. box 596. WTD 2/16/62.

TRUCIAL STATES—Perfumes, cosmetics and toiletries. Sobhraj Reloomal, (importer, retailer, exporter, wholesaler and commission agent), P.O. box 371, Dubai. WTD 2/10/63.

286 Gum and Wood Chemicals

■ **PAKISTAN** — Myrobalans, about 500 mds.; mimosa extract, about 90 tons. PA #391-390-901-256-3202. Limited worldwide (901). Bid deadline May 6. National Tanneries of Pakistan, Ltd., Hide Market, Lahore 6. Cable: PAKLEATHER. S/A No. RM 037029.

■ Mimosa extract, about 100 tons; Hyrabolam extract and powder, about 4,088 mds. and tons. PA#391-390-901-256-3203. Limited worldwide (901). Bid deadline May 6. Firdaus Tanneries, Prop: H. Sh. Mohd Hussain & Co., Ltd., Hide Market, Lahore. Cable: FIRDAUS, Lahore. S/A No. RM 037030.

287 Agricultural Chemicals

★★ **GERMANY—Trade Mission**

Wants agency for U.S. manufacturers of herbicides. F. Schacht K.G., P.O. box 62, Braunschweig. NCIA I.R. 55.

289 Chemical Products

GERMANY — Anti-freeze radiator compounds; correspondence preferred in German. Direct purchase and agency. Eller-Montan-Comp. GmbH, (wholesaler and importer), 134 Duesseldorferstrasse, 41 Duisburg. WTD 2/5/63.

■ **TURKEY**—Cobra salts, dfa, for impregnation and re-impregnation of wood pole by Cobra process. $25,000. S/A no. 26. PA#277-390-901-356-3223. Limited worldwide (901). Quotation deadline May 1. PTT Genel Mud. Ankara.

291 Petroleum Refining

GERMANY—Gasoline, diesel fuel, heating oil and lubricating oil. v.Koppenfels K.-G., (wholesaler), 2841 Scharrel ueber Diepholz.

Bright stocks, additives, and cylinder oils; correspondence preferred in German. Rheinische Motor-Oel Chemische Werke Theile-Ochel & Co., (manufacturer), 41 Duisburg-Meiderich, Postfach 635/653. WTD 2/1/63.

Lubricating oils with special additives for automobiles and industrial purposes. Direct purchase and agency. Hans von Reppert, (wholesaler), Postfach 362, 507 Bergisch-Gladbach. WTD 2/12/63.

Gasoline, diesel oil, fuel oil, extra light, lubricating oils for automobiles; correspondence preferred in German. Direct purchase and agency. Eller-Montan-Comp. GmbH, (wholesaler and importer), 134 Duesseldorferstrasse, 41 Duisburg. WTD 2/5/63.

299 Petroleum Products

■ **CHINA**—Motor oils, super h.d., large quantities. PA#484-6211-000-253-3211. U.S. source. Quotation bid deadline April 28. Chun-I Trading Co., Ltd., no. 27A An-Ping Rd., Tainan, Taiwan, where additional information is available.★

301 Tires and Tubes

■ **CHINA**—Nylon or rayon corded rear wheel tires and tubes for high lug tractor, 25 sets; nylon or rayon corded front wheel tires and tubes for multi-ring tractor, 60 sets. PA#484-H-42-253-3205. U.S. source. Bid deadline April 29. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei, Taiwan. Cable: TRUSTPUR. Inv. #CP2-2085.

306 Fabricated Rubber Products

■ **TURKEY**—Hard rubber for battery containers. $5,000. S/A no. 001566. PA#277-891-901-356-3232. Limited worldwide (901). Quotation deadline May 1. Mutlu Battery Factory, P.O. box 5, Kartal, Istanbul.

314 Footwear, Except Rubber

TRUCIAL STATES—Men's, women's and children's shoes. Sobhraj Reloomal, (importer, retailer, exporter, wholesaler and commission agent), P.O. box 371, Dubai. WTD 2/10/63.

317 Handbags, Leather Goods

PHILIPPINES — Personal leather goods. Direct purchase and agency. Philamco Enterprise, (importing distributor, exporter), 315 Yutivo Bldg., Dasmarinas St. or P.O. box 257, Manila. WTD 6/2/61.

322 Glass and Glassware, Pressed or Blown

★★ **GERMANY—Trade Mission**

Seeks agency for special glass and insulating glass plates products for the building industry. August Winkelhoff K.G., 27 Osterstrasse, Hildesheim. NCIA, I.R. 65.

GERMANY—Diffused glass for automobile headlamps, glasses (wine and water); requests replies from manufacturers only. Correspondence preferred in German. Direct purchase and agency. Guenter Loeser, (wholesaler, sales agent), Diez/Lahn, Schaumburger Str. 63. WTD 2/14/63.

326 Porcelain Electrical Supplies

● **GREECE**—Supply of 140,000 porcelain suspension insulators. Tender no. DMPM-162, bid deadline April 30. Estimated value of contract is $235,000. Public Power Corp. (PPC), 30 Chalkokondyli St., Athens.★ (WOrth 7-4242).

331 Steel Mill Products

■ **CHINA**—Electrolytic tinplate waste waste, 75/100 lbs. base weight, 18" x 24" and larger, unassorted, in original mill packing, 100,000 lbs. PA#484-660-000-253-3208. U.S. source. Quotation deadline April 28. China Can Printing and Metal Manufacturing Co., 26, Kuang Chieng Rd., Taipei, Taiwan. Subject to GSA stockpiling.

■ Stainless steel tubing and stainless steel tube sheeting, various commodities in small quantities. PA484-660-000-253-3208. U.S. source. Bid deadline April 30. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei, Taiwan. Cable: TRUSTPUR. Invitation no. CP2-2083A. Specifications and conditions may be obtained from Mr. Joseph C. Wei, acting director, Division for the Central Trust of China, Chinese Government Procurement and Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

FRANCE—Electrolytic tin plate; correspondence preferred in French. Siam & Dreyfus, (manufacturer), 22-24 rue de Lagny, Montreuil (Seine). WTD 6/25/62.

● **INDIA**—Wire rope, steel, flexible, 111,015 ms., galvanized/ungalvanized basic grade, in different sizes, conforming to latest British standards, specifications nos. 302-621-329. Tender no. 120/SWR/IDA, bid deadline May 30. Tender forms can be obtained from Controller of Stores, Bombay Port Trust, Mazgaon, Bombay 10, against payment of $1.05 per set. The airmail charges for transmitting a set of tender documents to the U.S. is approx. $1.26.

■ Crane rail section, 175-CR, 175 lb/yd. open hearth steel, lengths of 39 ft., 135 tons; crane rail section, 104 CR, 104 lb/yd., open hearth, 39', 11 tons. Loan no. 157. U.S. source. Bid deadline April 30. M/s Dalmia Cement (Bharat), Ltd., 4 Scindia House, New Delhi. Cable: DALMIACEMENT, New Delhi. Import license no. 983450/DLF-157/61/HQ/CGILL. Ref. no. 4(270)/62-AID-II.★

■ Crane rail section, open hearth steel 175-CR, 175 lb/yd., in lengths of 39 ft., 106 tons; Crane rail section, 104-CR, 104 lb/yd., same, 11 tons, both with cross section. Loan no. 157. U.S. source. Bid deadline April 30. Orissa Cement, Ltd., 4 Scindia House, New Delhi. Cable: ORISACEMENT, New Delhi. Import license no. 983267/DLF.157/61/HQ/CG.III. Ref. no. 4(317)/62-AID.II.★

■ Hot rolled, annealed deepdrawing steel sheets, pickled, oiled and packed in envelopes, containing not more than 3 tons, size 1120 mm x 2240 mm with no minus tolerance, cut edge. Loan no. 217. U.S. source. Bid deadline April 30. Kosan Metal Products, Ltd., 53-57, Laxmi Insurance Bldg., Sir P. Mehta Rd., Bombay 1. Import license #DL/55/70/02101/0266.★

■ **INDIA**—Tagger tinplate, for making inner lids of biscuit tins, Amount rs. 32,-400. C.I.F. Calcutta, price per metric ton, including current ocean freight, based on current mill price per base box. Loan no. 217. U.S. source. Bid deadline April 30. The Britannia Biscuit Co., Ltd., 15 Taratola Rd., Alipore, Calcutta 27. Cable: BISKETBOX, Calcutta. Import license DL/-55/413/03 101/0094.

■ Electrolytic tinplate waste waste, 65/107 lbs. base weight, assorted to size and guage, 18"x24" and larger, mill packed, preferably Weirton's. Both C.I.F. and C&F Bombay. Loan no. 217. U.S. source. Bid deadline April 30. G. S. Kashyap & Sons, Pataudi House, Faryaganj, Delhi. Import license DL/55/665/03 101 0093. Amount Rs. 73,-500.

■ Hot rolled mild steel strips, suitable for manufacturing electrically welded steel pipes—Sulphur, 0.050% max., ph., 0.040%; CO. .10/0.15%; mn. 0.30/0.60%; tensile strength 8"-18%; tolerance, width, 0.06", thickness 0.006"; sizes 146mmx2.80 mm (5¾"x11 guage), available against C.I.F., value rs. 90,000. Basis of quotation C&F Loan no. 217. U.S. source. Bid deadline April 30. Shree Hanuman Industries, 178 Mahatma Gandhi Rd., P.B., no 6771, Calcutta 7.

■ Stainless steel sheets, type 321, 16 guage, 7'x3', 6'x3', 10'x3'; type 316, guage 17 and 10, 8'x4'. Loan no. 217. U. S. source,. Bid deadline April 30. Vasant Industrial & Engineering Works, Vasant Vijay, 470 Worli Rd., Bombay, 18. Import license no. DL/55/944/03 01/0036.

■ Steel sheets, 11⅛" O.D.c5⅝" i.d.x5⅛", 6 pcs.; 20¼" o.d. x 8⅞" i.d. x 8⅝", 10 pcs. Loan 217. U.S. source. Bid deadline April 30. Indian Aluminum Co., Ltd., 31 Chowringhee Rd., Calcutta 16. IL#DL/55/-1081/02201/0226.

■ Tin plate, rimming steel, type mr, suitable for lithography, bright, smooth and clean. Loan no. 217. U.S. source Bid deadline April 30. Poysha Industrial Co., Ltd., Messent Rd., P.O. Tank Rd., Sewri, Bombay 33. IL#DL/55/96/03101/0183.★

■ Electrolytic tinplate waste waste, packed in original mill containers, 79 lbs., base weight and lighter, assorted to size and gauge, 18" x 24" and larger. Loan no. 217. Bid deadline April 30. Rohtas Engineering Works (Private), Ltd., 2096 Katra Khushal Rai, Kinari Bazar, Delhi 6. IL#DL/55/394/02101/0407.

■ Stainless steel sheets, 2B finish, standard sizes 8' x 4', quality 304, 2.00 mm, $4,165; 316, 1.50 mm, $2,084. C.I.F. Bombay. Loan no. 217. U.S. source. Bid deadline April 30. Alfa-Laval Private, Ltd., Indian Mercantile Chambers, Nicol Rd., Bombay 1.

■ Stainless steel sheets, types 316 and 304, 20' x 5' x 9, 8, 6, 5, mm; 8' x 4' x 4, 3, 2, mm and 16 g. Definite quantity against each size will be given after the receipt of quotation. Loan no. 217. U.S. source. Bid deadline May 1. Indus Engineering Co. Opp. Worli D.D. Chawl no. 114, Bombay 13. Cable: INDUSINDH. DL/55/61/02301/0369/ Amount rs. 63,000.

■ Stainless steel sheets, conforming to AISI 316 type, 2B finish, annealed, cold rolled, weldable, 7'x3', 9 pcs; 7'6"x3', 6 pcs; 8'x4', 16 pcs.; 6'x4', 3 pcs.; 5'-6"x4', 9 pcs; 6'x3', 15 pcs; 5½'x3', 3 pcs; 8'x3', 6 pcs., all 10 S.W.G.; 6'x4'x14 S.W.G., 4 pcs. Loan no. 217 U.S. source. Bid deadline May 1, Kusum Products, Ltd., Chemical Engineering Div., 9 Brabourne Rd., Calcutta 1. IL#DL/55/557/02-3-01/0279.

■ High speed steel rounds, 18/4/1, for the manufacture of engineering and cutting tools; medium carbon steel rounds, C.1045—.4-.5% carbon. Loan no. 217. U.S. source. Bid deadline May 6. Addison & Co., Ltd., 158 Mount Rd., Madras 2. Cable: ADDISONCO, Madras. IL#DL/55/803/02-201/0077.★

■ Die block steel, nickel, chrome, molybdenum to BSS-224 (1938); upsetting die blocks for forging machine, finished size. Loan no. 217. U.S. source. Bid deadline May 2. The Indian Standard Wagon Co., Ltd., 12 Mission Row, Calcutta 11. IL#DL/55/4640/3201/0006.★

■ High silicon electrical steel sheets, hot rolled, uninsulated; cold rolled grain oriented electrical steel coils, with carlite, total 610 mt. Loan no. 217. U.S. source. Bid deadline May 4. Sankey Electrical Stampings, Ltd., Wakefield House, Sprott Rd., Ballard Estate, Bombay 1. IL#DL/55/358/03101/0239.★

■ **KOREA**—Ferro-Manganese, lump size, approx. 500 m.t.; Ferro-Silicon, lump size, 70 mt. Quotations FOB, C&F Inchon, all

U.S. liner vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 4. Inchon Heavy Industry Corp., 92 Mukyo-Dong, Chung-Ku, Seoul. Ref. #FFO-SAI-3-238. Copies of all orders sent to Bank of Korea, air mail, Seoul, Attn: AID Section, and to the Director, US AID/Seoul, c/o American Embassy, Seoul.

■ **PAKISTAN**—Pig iron; alloy steel; carbon steel; bright drawn free cutting steel. Loan no. 7. U.S. source. Bid deadline April 30. M. A. Din & Sons, 2 Chamberlain Rd., Lahore. Cable CHANDLER, Lahore. S/A no. RM 040205. Amount $10,080.★

■ Tinplate, prime coke, cold rolled, hot dipped, 1.25 coating, 107 lbs., baseweight, 30 gauge, 18-3/4 x 28", 20 x 30" assorted; electrolytic tinplate, cold reduced, 0.75 and 0.50 lbs. tin coating, 30 gauge, 107 lbs., baseweight, same size. Amount $26,775. Loan no. 7. U.S. source. Bid deadline April 30. United Vegetable Ghee Mills, P.O. Nishatabad, Lyallpur, West. Cable: ISMEAZAM, Lyallpur. West Pakistan. S/A no. RM 040495.

■ Various quantities beams, T and Z sections, rounds, angles, channels, plates, rods and sheets, various sizes and descriptions. Loan no. 45. U.S. source. Bid deadline May 8. East Pakistan Railway Board, Railway Bldg., Chittagong, East. Tender no. P&D/ST-ENG/CTG/TENDER/63. Detailed specifications may be obtained from Embassy of Pakistan, 2315 Massachusetts Ave., NW., Washington 8, D.C.

■ **TANGANYIKA**—Reforcing steel in random or mill lengths to British standard specification 785, or equivalent, 198.85 U.S. tons. U.S. source. Bid deadline April 30, Ref. no G6W/Tang.Minn.3776. Government of Tanganyika, Dar es Salaam. Quotations C&F to be sent to: Mr. P. A. Langley, The Crown Agents, 4 Millbank, London, S.W. 1, England.

■ **TURKEY**—Steel bright tinplate cobbles, mill-packed, 107 lbs. and lighter 18" x 24" and larger, 82 mt. IL#001495/43220. PA #277-660-901-356-3226. Limited worldwide (901). Quotation deadline April 30. Nikola Zaloni, Galata, Asian Han, Instanbul. Under GSA, Defense Materials Service procedure.

■ Firm quotation for prime electrolytic tinplate, coating 0.75 lbs. per base box temper three, bright finish, various quantities, dimensions and base weights. Shipment June/July. F.O.B. and C&F Istanbul. $200,000. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 1. Unilever-Is Ticaret ve Sanayi Turk, Ltd., Sirketi, Cumhuriyet Caddesi, Kahan apt., 16/4 Harbiye, Istanbul. Cable: UNILEVER-ISTANBUL. Under GSA Defense Materials Service procedure.

■ Electrolytic tinplate waste waste, assorted, 20 x 28 and larger, export skids. Amount $6,500. S/A#001501. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 1. Sevki Karayel, Rustempasa socaciler sokak no. 9, Istanbul. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 1. Subject to GSA Defense Material Service procedure.

■ Electrolytic tinplate waste waste, assorted to size and base weight, 18" x 24" and larger, 90/107 lbs. Amount $5,990. S/A#001536. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 1. Neoray Halfon, Tahtakale, Selamet Han alti no. 7, Istanbul.

■ Unassorted hot dipped tinplate, 1.25 lbs. coating, 18-3/4 x 28, 20 x 30, 100/107 lbs.; Hot dipped tinplate w/w, 18 x 24 and larger, 80/107 lbs.; electrolytic tinplate w/w 18 x 24 and larger, 80/107 lbs. In original mill export packing, CIF. $8,000. Bohor Roben Kandioti, Kantarcilar Kozluca han 7/B, Istanbul. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 1. Subject to GSA Defense Materials Service procedure.

■ Electrolytic tinplate ww and cobbles, assorted, 18" x 24". Price required per metric ton, C&F or CIF. Istanbul. $5,000. S/A No. 001532. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 1, Bahar Koll. Sti. Yake Bahar ve Oglu B inyamin, Bahar Nalburlar Caddesi no. 357/1. Istanbul. Subject to GSA Defense Materials Service procedure.

■ Prime cold hot dipped coke tinplate, 112 sheets per pkg., 107 lbs. base weight. 18-3/4 x 28, 20" x 28 & 30. Indicate FOB liner terms, C&F Izmir; shipment to be effected immediately. $16,000. S/A no. 94. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 1. Izmir Zeytinyagi Tarim Satis, Kooperatifleri Birligi. Alsancak, Ismir. Cable: TARIS INMIR. Under GSA Defense Materials Service precedure.

■ Electrolytic tinplate 0.76 coating 100/107 lbs., base weight 18.3/4 x 28, 20 x 30 without tolerances. $5,000. S/A no. 6358/33408. PA#6358/33408. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 1. Akdag Ticarethanesi, Kollektif Sirket, Mermerli mahallesi no. 30, Adana. Cable: AKDAG-ADANA. Subject to GSA Defense Materials Service procedure.

■ **TURKEY**—Electrolytic tinplate U/A 0.75 lb., coating, 107 lbs., base weight, 20"x30" and 18¾"x28". $9,500, S/A no. 1499. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 1. Toroslar Ticaret T.A.S., Doseme Mahallesi, Adana. Subject to GSA Defense Materials Service procedure.

■ Electrolytic tinplate waste waste, assorted to size and base weight, 80/107 lbs., 18x24 and larger, $10,000. S/A #001 523. PA#277-660-901-356-3226. Limited worldwide. (901). Quotation deadline, May 1. Konbas Sanayi, Ltd., Sirketi, Riza Pasa Yokusu no. 33, Istanbul. Subject to GSA Defense Materials Service requirements.

■ Electrolytic tin plate waste waste and cobbles; assorted size and base weight, 18x24 and larger, 80/107 lbs.; in original mill export packing, C.I.F. basis. $7,448. S/A no. 1524. PA#277-660-901-356-3226. Limited worldwide. (901). Quotation deadline May 1. ERK, Ihsan Erkli, Sirkeci, Orhaniye Cadd., Hocapasa Sokak, no. 53., Istanbul. Subject to GSA, Defense Materials Service procedure.

■ Electro. tinplate ww, soft commercial temper, 20", 28" and larger, assorted; 50,000 lbs.; coke tinplate ww, 34"x40", 200/210 lbs. heavy gauge. S/A no. 95/019204. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 1. Yako Sauloglu Aleksandr ve Kardesleri, 895. Sokak no. 7/A Izmir. Subject to GSA Defense Materials Service procedure.

■ Electro. tinplate ww, bright, 100 & 107 lbs. base weight, 18¾"x28", plus tolerance only 10%, original mill packing, assorted sizes. S/A no. 93/019203. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 1. Yako Sauloglu Aleksandr ve Kardes, Leri 895. Sokak no. 7/A, Izmir. Subject to GSA Defense Materials Service procedure.

■ Electro. tinplate misprints, gold lacquered one side, reverse misprint. 34"x40" and larger, 75/70 lbs. S/A no. 96/020629. PA#277-660-901-356-3226. Limited worldwide. Quotation deadline May 1. Yako Sauloglu Aleksandr ve Kardesleri, 895. Sokak no. 7/A, Izmir. Subject to GSA Defense Materials Service procedure.

■ Tinplate, unassorted, hot dipped, 1.25, 20"x28"; tinplate ww and cobbles, 18"x24" and larger, original mill export packing. $50,000. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 1. Kemal Sonmez, Kantarcilar, Kible Cesme Cad. Subject to GSA Defense Materials Service procedure.

■ Unassorted electrolytic tinplate, 100 lbs., 21"x30", 0.25 lbs., 112 sheets, $20,000. S/A no. 001521. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 1. Konbas Sanayi, Ltd., Sikketi, Riza Pasa Yokusu no. 33, Instanbul. Subject to GSA defense materials service procedure.

■ Electrolytic tinplate waste waste, matte finish, soft commercial tempers, original mill export packing, base weight 95/100, sizes 20"x28" with 10% tolerance upwards. Amount $5,525. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 9. Nikola Zaloni, Galata, Asian Han. S/A No. 001589/60723. Under GSA, Defense Materials procedure.

■ Electrolytic tinplate waste waste, 0.25 lb. coating or better, gold lacquered both sides or on one side, soft commercial tempers, assorted to one size and gauge per skid, 18"x24" and larger, 80/107 lb. base weight, $5,000. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 9. Norayr Koseyan, Sultan Kamam Cad. No. 14, Eminonu, Istanbul. S/A No. 001583. Under GSA, Defense Materials procedure.

■ Electrolytic tinplate culls, 107 lbs. and lighter, 18"x24" and larger. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 6. Nesim Sisa ve Avram Baruh Kol., Sti. Veli Alemdar han, Kat 4, No. 6/3. Galata, Instanbul. S/A No. 1564. Under GSA, Defense Materials Procedure.

■ Electrolytic tinplate, crown cork material, matte finish, 100/103 lbs., 28-9/16 x34-13/16", 26¾x34½". Amount $8,000. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 3. Tac Kapsulculuk Kollektif Sirketi, Yako Granti, Salamon Beraha ve Ortaklari, Demirhane Caddesi No. 3, Kazlicesme, Instanbul. S/A No. 1575. Under GSA, Defense Materials procedure.

■ Electrolytic tinplate waste waste assorted to size and base weight, 18"x24", 80/107 lbs.; electrolytinplate cobbles, not assorted to size and base weight, 10 x 10 or 18"x24" and large, 80/107 lbs. Offers required in original mill export packing, C.I.F. basis. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 3. Vedi Ismen, Kantarcilar, Devoglu Yokusu 4, Istanbul. S/A No. 001496. Amount $6,589. Under GSA, Defense Materials procedure.

■ Electrolytic tinplate, 0.50 lbs., coating, prime quality, unassorted, bright finish, 107 lbs., base weight, in multiple package metal containers of 2,000 lbs. net each, paper lined and on solid platforms with 2.5 inch runners, 2460 pkgs. 18¾"x28", 820 pkgs. 20"x30", 112 sheets per pkg. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 1. Mobil Oil Turk, S., Pegasus Evi, Harbiye—P.K. 660, Istanbul.

■ Electrolytic tinplate waste waste, 18"x24" and larger, 10 lbs. and lighter, soft commercial temper, assorted to size and base weight per skid, 0.25 lb. coating. $13,000. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 6. Sabetay Rozales, Hasircilar caddesi No. 69, Istanbul. S/A No. 1498. Under GSA, Defense Materials procedure.

■ Coke tin plate, b. weight 100 lbs., 18¾ x 28"; B. weight 100 lbs., 20"x20", 0.25 tin coating. $8,195. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 1. Beytullah Aksu Kirklareli Cad. No. 10-12, Luleburgaz. S/A no. 1537. Under GSA, Defense Materials Procedure.

■ Electrolytic tinplate waste waste, 0.25 lb. coating, or better, gold lacquered one side, soft commercial tempers, assorted to one size and gauge, per skid, 20" x 28" and larger, 90/107 lbs. base weight. $10,000.

PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 6. Akpinar Zirai Istihsal ve Konservecilik, A.S., Kantarcilar, Odun Kapi Yokusu, Aralik Sokak no. 16/1, Istanbul. S/A no. 001516. Under GSA, Defense Materials procedure.

■ Superdraw eight pound, manufacturing terne plate, unassorted, 20⅞" wide, 29-15/16" long, .38 mm. thick, 130 tons. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 6. Makina Ve Kimya Endustrisi, Kurumu Genel Mudurluk, Ankara. S/A no. 6356. GSA, Defense Materials Service procedure.

■ **VIETNAM**—Galvanized iron wire, ASWG 13, 150 mt., same except ASWG 12. Wire rod, 5, 6, 7 mm., 700 mt. Limited worldwide (901). Quotation deadline May 6. Ets. Hoang Kim Quy, 111-113 Ham-Nghi, Saigon. Offers on C&F basis only. FOB and freight costs indicated separately, on 100% U.S. flag vessels. Copy of each offer to be sent to Director General of Commerce, 59 Gia-Long, Saigon.

335 Rolling, Drawing, Extruding of Non-ferrous Metals

INDIA—H.T. Cables and sealing ends (670 meters of cable and 17 outdoor ends); Tender no. PEQ/M/1276/63/10/8, bid deadline May 15. Tender documents and specifications available from The Ahmedabad Electricity Co., Ltd., Shahpur Rd., Ahmedabad 1.★ (Telephone: WOrth 7-2162).

341 Metal Cans

IRAQ—Tin containers for cookies and candy. Iraqi Bisquit and Chocolate Industries, W.L.L. (manufacturer), c/o Hasso Marketing, Rashid St., Baghdad. WTD 9/6/62.

342 Cutlery, Hand Tools, General Hardware

FRANCE—Builders' hardware, small tools. Direct purchase and agency. La Chaine, (importer, exporter), 48 rue Sedaine, Paris 11e.

IRAN—Small hand-operated kitchen-size meatgrinders (sizes 5, 7, 10). Boyuk Zeroofchi, (importer, wholesaler, retailer), Seraye Ghorjilar, Tabriz. WTD 4/23/62.

343 Heating Equipment

■ **INDIA**—Oil firing equipment with all accessories, for two kilns in cement factory. F.O.B. and C.I.F. prices. Loan no. 157. U.S. source. Bid deadline April 30. The India Cements, Ltd., P.B. 3723, 175/1, Mount Rd., Madras 2. Import licenses no. 983302/DLF. 157/61/HQ-CGIII. Reference no. 4(271)/62-AID-II.

344 Fabricated Structural Metal Products

● **NEW ZEALAND**—Supply of 102 galvanized steel transmission line towers. Tender no. 417 (ref. 23/86/2/1), bid deadline June 18. New Zealand Electricity Dept., Private Bag, Wellington. Copy of specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Departments of Commerce, Washington 25, D.C. (WOrth 7-4242.

TURKEY—Supply of (1) 1,620 boiler tubes (fire tube type) 2" to 3¼" od., 4 mm. thick, 4.10 to 5.00 m. length, working pressure 16 Kg/Cm² Max; (2) 45 boiler tubes (stay type) 2¾" to 3" od., 10 mm. thick, 4.30 to 5.20 m. length; (3) 600 boiler tubes (water type) 2" od., 4 mm. thick, 3.60 m. length, working pressure 30 Kg/Cm²; (4) 2,000 boiler tubes (superheater tubes) 1¼" and 1½"od., 2.75 mm. thick, 5.00 m. length, working pressure 30 Kg/Cm²; (5) 400 meters of boiler tubes (scromal type) 51 mm. od., 4 mm. thick, 6 5/7" m. length, working pressure 30 Kg/Cm². Tender no. 3001-233. Bid deadline June 5. The Materials Purchasing Dept., Turkish Maritime Bank, Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul.★ (WOrth 7-4242).

345 Screw Machine Products

● **INDIA**—Tie rods and accessories (390 sets) for wet dock monoliths. Bid deadline July 19. Tender available Deputy Chief Accounts Officer (Engineering), Madras Port Trust, Madras 1, for $3.15 (Rs.15/) plus bank commission 21 cents and approx. $1.50 for airmail. Also available India Supply Mission, 2536 Massachusetts Ave., N.W., Washington 8, D.C., refer no. D/Eng./668 for $3.15.★ (WO 7-5589).

346 Metal Stampings

IRAN—Various types and styles of kitchen enamelware such as plates, bowls, and cups. Boyuk Zeroofchi, (importer, wholesaler, retailer), Seraye Ghorjilar, Tabriz. WTD 4/23/62.

349 Fabricated Metal Products

■ **CHINA**—Series of platinum crucibles and foils; series platinum dish and crucibles. PA#484-J-69-AD-9-20120. Limited worldwide. Bid deadline April 30. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei, Taiwan. Cable: TRUSTPUR. Invitation no. US-973-F-2. Specifications may be obtained from Mr. Jos. C. Wei, acting director, Division for the Central Trust of China, Chinese Government Procurement and Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

★★ **GERMANY—Trade Mission**

Wants source of supply and agency for pre-fabricated building units of light metal. Ottje Behnen, 23 Bernlappstrasse, Freiburg im Breisgan. NCIA, I.R. 232.

■ **INDIA**—Various thermostatic expansion valves, couplings, bushings. Loan no. 157. U.S. source. Bid deadline May 3. Blue Star Industries Private, Ltd., Lala Nigam Rd., Colaba, Bombay 5. IL:#990065/D.L.F.157/61/HQ/C.G.I. Ref.#41(269)/63-AID-II.★

■ **PAKISTAN**—Valves in various quantities and descriptions, 131 items. Loan no. 53. U.S. source. Bid deadline May 14. Director General of Supply and Development, Frere Rd., Karachi. Tender No. VA-2/ICA/67223/L-53/List No. 27/63. Detailed specifications may be obtained from the Embassy of Pakistan, 2315 Massachusetts Ave., N.W., Washington 8, D.C.★

351 Engines and Turbines

■ **INDIA**—Four-stroke air-cooled petrol engines of 3 b.h.p., 4 and 5 b.h.p., having min. of 3000 RPM, C&F, FAS,&CIF, about 200. Flexible shafts complete with inner core and outer casting suitable for concrete vibrators. Inner core dia. ⅛" and ⅝", length not less than 30'-0", about 4000 rft. Loan no. 217. U.S. source. Bid deadline April 30. Ashok Engineering & Construction Co., 161/1 Mahatma Gandhi Rd., Calcutta 7. Cable: CASH, Calcutta. Import license nos. A.593396/61 and A.593398/61. Ref. no 65(50)/62-AID(1).

ITALY—Marine motors. Flli. Quinci & F. Azzaro, (wholesaler, importer, manufacturer), Piazza Regina 24, Mazara del Vallo (Trapani).

● **TUNISIA**—Supply of two 25-mw turbogenerators, bid deadline July 1. Societe Tunisienne de l'Electricite et du Gaz, Tunis. It is believed that this proposed extension of the La Goulette Power Plant will be financed by a new U.S. Free World Assistance loan. Specifications are in French. One copy of specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WOrth 7-4242)

352 Farm Machinery, Equipment

FRANCE—Fowl breeding material. Direct purchase and agency. Selecto—R. Mazarguil & Cie., (manufacturer), 123 rue St. Denis, Dreux (Eure & Loire).

■ **ETHIOPIA**—Wheel tractors. 50 hp. B-450, five; wheel tractors, 34 hp, B-275, two; Harvesters, B-64, two; Disk plows, four and six disks, F-195, six; bottom plows, AI-41, two; heavy disk harrow, WOH, one; Disk harrows, F-298, three; spare parts; scout car with workshop equipment. Loan no. 165. worldwide (899). Tedla Desta & Co., Ltd., P.O. box 1533, Addis Ababa. Amount $46,800. No bid deadline given, but interested suppliers should contact the buyer for further information.

353 Construction Machinery

AUSTRALIA—Mining machinery; seismic prospecting and oil drilling equipment. Direct purchase and agency. Marine & industrial Power Co., Pty., Ltd., (importer, retailer, manufacturer, wholesaler), 149-155 Milton St., Ashfield, N.S.W. WTD 2/14/63.

ECUADOR — Concrete mixing and handling machinery as follows: one mixer—18 cu. ft. with electric motor; one vibrator of seven feet length with electric motor in five and seven hp.; one air compressor with diesel motor, 350 pounds of pressure; one endless band conveyor with two hp. electric motor; one electric winch with cargo capacity of one ton; one wheel tractor type earthmover, with shovel. Requests catalogs and complete price quotations urgently. Concretera Modulo S.A., manufacturer, P.O. box 2606, Quito.

★★ **GERMANY—Trade Mission**

Wants to provide export management service for U.S. companies wishing to establish permanent overseas operations for U.S. in the product areas of: 1. road construction and earth moving and concrete finishing equipment. 2. Mobile cranes, truck and crawler mounted. Modern Export Services, Koeningrallee 14 Duesseldorf. WTD 1/24/62. I.R. 253

Desires agency to sell earth moving and construction machinery in West Germany. WIFA Handelsgesellschaft mbh., 50 Essener Strasse, Muelheim-Ruhr. NCIA, I.R. 62.

■ **GREECE**—Six-ton diesel or diesel driven cranes, Eight. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline May 16. Pirasus Port Authority Pirasus. Ref. no. 132. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave. NW., Washington 8, D.C.

■ **INDIA**—Portable concrete batching plant; electric driven portable concrete mixers, Six. For Umiam Hydel Project. Loan no. 141. Bid deadline May 6. Office of the Chief Engineer, Civil, Assam State Electricity Board, Shillong, Assam, where quotations should be sent directly.★

■ Diesel crawler mounted crane; crawler tractor. Value $70,700. Loan no. 157. U.S. source. Bid deadline May 3. The Associated Cement Co., Ltd., 121 Queen's Road, Bombay. Cable: ACCPURCHEZ, Bombay. Application no. ACC/DLF/823.★ Ref. # 4 (281)/62-AID-II. IL# 983270/DLF.157/61/HQ/CG.III.

■ Crawler tractor shovel loaders, two, with 74" gauge, seven roller, non-oscillating track frame, complete with two or 2¾ cu. yd. capacity quarry bucket with welded teeth; ripper (hydraulic); bucket spill plate; track roller guards; lighting system; pre-cleaner; pre-screener, and two years maintenance spares. Loan no. 157.

U.S. source. Bid deadline April 30. M/s. Burn & Co., Ltd., Refractory & Ceramic Group, 12 Mission Row, Calcutta 1. Import license no. 983269/DLF-a57/61/HQ/CG.III. Ref. no. 4(327)/62-AID-II.

■ Tractor, 90" gauge with petrol starting engine, including attachments, crankcase guard, track roller, upper engine guard, front pull hook, lighting system; hydraulically operated bulldozer for use with tractor, including tilt cylinder, single shank ripper, ripper shank, pin puller attachment. Total C&F $79,000. Loan no. 157. U.S. source. Bid deadline April 30, Saurashtra Cement & Chemical Industries, Ltd., Ranavav-2, District Junagadh, (Gujarat). Cable: Success, Ranavav. Import license 990181/DLF/157/61/HQ/CG/III. Reference no. 41(13)/63-AID-II.

● Single drum hoist, two, one-ton capacity with all attachments plus spares for 5,000 hours run. Deadline May 15. Copy of tender available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

354 Metalworking Machinery

BELGIUM—Latest type of wedding ring machines; requests replies from manufacturers only. Ets. P. C. Boschmans, s.a., (importer, exporter, wholesaler, manufacturer), 15 Osystraat, Antwerp. WTD 2/27/33.

BRAZIL—Machine for manufacturing steel wool for household use, approx. 500 kilos daily production; requests replies from manufacturers only with descriptive literature. T. Akil, (manufacturer), 348 Rua Cabral, Porto Alegre, RGS.

★★ GERMANY—Trade Mission

Seeks to import precision tools for toolmakers and molds and cutting tools including diamond tools. Joisten and Kettenbaum Cmbh, Asselborner Weg 14-16, Bensberg-Herkenrath. WTD 4/23/59. I.R. 157.

Interested in purchasing from U.S. Manufacturers of 3-axis tape controlled machines for manufacture of cylindrical grooved cams. Ambeg, 93 Sachsendamm, Berlin-Schoeneberg. WTD 9/18/55. I.R. 122

Desires agency for wire making machines and equipment. Walter G. Fritzki, Am Wehrhahn 76, Duesseldorf. WTD 3/12/62. I.R. 193.

Desires agency for U.S. machine tools and equipment for Northrine Westphalia. Hans-Heinrich Schmitz., Ickerswarderstrasse 135, Duesseldorf. NCIA, I.R. 204.

HONG KONG—Turn-key plant for manufacture of welding rods, monthly production approx. 350 mt. Patrick Trading Corp., (importer, exporter), 112 Windsor House, Des Voeux Rd. Central. WTD 12/15/61.

■ **INDIA**—Single action double crank straight sided press, 250 ton capacity, 16" strok, bed area 60" x 42", 440 volts, 3 phase, 50 cycles. To J.I.C. standards practiced in U.S. loan no. 157. U.S. source. Bid deadline April 30. Bharat Radiators Private. Ltd., Central Salsette Rd., Kalina Santacruz East, Bombay 29. Import license no. 988797/DLF-157/61/HQ/CG.I.

■ D.C. welding sets; tender no. S/112/AID/REIN; S/113/AID/REIN, miscellaneous hoists required by Damodar Valley Corp., Calcutta. Bid deadlines April 29 and April 30 respectively. Loan no. 125. U.S. source. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., whene tender forms and specifications may be obtained for $2.50 a set, not refundable or transferable.

■ Bevel gear lapper, manually operated, with standard equipment. Loan no. 157. U.S. source. Bid deadline April 30. Gears & Pinions Private, Ltd., 1-A Mahatma Gandhi Rd., Bangalore 1. Cable: Gears. Import licenses 988755/DLF. 157/61-HQ-C.G.III. Ref. no. 4(135)/62-AID.II.★

355 Special Industry Machinery

★★ GERMANY—Trade Mission

Desires to represent U.S. firms as agent in offset presses and printing machinery and full line of equipment. Alfred Necke, 5A Konrad—Haenisch-Strasse, Hannover—Ricklingen. WTD 3/15/61. I.R. 207

Importer wants cutting and miniature power tools for distribution in West Germany. Gebr. Weyersberg Wilhelmstr 29, Solingen—Ohligs. WTD 6/7/61. I.R. 242

Seeks to represent U.S. firms producing new types of printing machinery, particularly small offset and letterpress. Emil Waller, Bagelstrasse 104, Duesseldorf 10. NCIA, I.R. 206.

GREECE—Plant to manufacture glass two mm.—eight mm. thick, 2.20 m.—2.40 m. wide at annual rate of 1.5 million sq. meters of two mm. glass, turnkey installation: automatic machine to produce drinking glasses by the blow process; automatic machine to produce bottles, 200—1,200 gms. capacity by the blow process; automatic machine to produce vials, 5—250 grams capacity by the blow process; automatic machine to produce drinking glasses by the press process. Industrie du Verre Jioula, S.A., (manufacturer), 22 Lykavitou St., Aigaleo, Athens.

● Laminating machines (5) and 6,300 spools of plastic embodying material. Tender no. C/205, bid deadline May 13. Ministry of Commerce, State Purchases Directorate C', 50 Socratous St., Athens.★ (WO 7-5589).

HONG KONG—Turn key plant for the manufacture of cookies. Patrick Trading Corp., (importer and exporter), 112 Windsor House, Des Voeux Rd. Central. WTD 12/15/61.

■ **INDIA**—Ritchie automatic box fluer 72 D/D for book boxes and cartons; tital punching platen; plana filkibu bookbinding machine; automatic foil embossing platen press. To be delivered at Bombay. Loan no. 144. Worldwide (899). Bid deadline April 30. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1. Ref.#NSIC/HP/2B-3164/62.

■ Gogan, or equal, shot cutting machines with electricals and spares, four; Gogan, or equal, shot cutter grinding machine tools with electricals and spares. To be delivered at Ollur (Kerala State). Loan no. 144. Worldwide (899). Bid deadline April 30. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1. Ref. no. NSIC/HP/2KER-1/63.

■ Veneer jointer with standard equipment; tapeless veneer splicer, standard equipment. Loan no. 157. U.S. source. Bid deadline May 5. Woodcrafts Assam, Prop: Jay Shree Tea & Industries, Ltd., India Exchange, Calcutta 1. Cable: Jayteagard, Calcutta. Ref. no. 2(38)/62-AID/II. IL#-AU/GL/MTC/88/DLF/361.★

■ Continuous line mixers, two; pressure reducer assembly; stainless steel tower packing; pumps, two; liquid level indicator. Loan no. 157. U.S. source. Bid deadline May 10. Shiwalak Cooperative Rosin & General Mills, Ltd., through their accredited attornies, Messrs. Oriental Corp., 1/11 B. Asaf Ali Rd., New Delhi. Cable: Chemische. Ref.#41(729)/63-AID-II. Import license no. 990557/DLF-157/61.★

■ Spare parts for 2" compounding extruder; spare parts for other models extruders; large quantities. Loan no. 217. U.S. source. Bid deadline May 1. Polychem, Ltd., 45-47 Apollo St., Fort, Bombay 1. Cable: Polychemic Bombay. Ref.#63-(196)/62 - AID(1). IL#AU/GL/MTC/8/-DLF-217/962.★

■ Semi-automatic double seamer, complete with motor drive and guard, hand lever, safety attachment; mechanical foot operated baseplate lift, suitable motor and controls for 400/440 volt, three phase, 50 cycles; complete set of change parts for 4-gallon square cans, capacity 3000 cans per eight hrs. Loan no. 217. U.S. source. Bid deadline May 7, M/s Mansinka Industries Private, Ltd., Pachora, Maharashtra, India. Cable: Mansingka Pachora. Ref. #63(253)/62-AID.1. IL#AU/GL/MTC/62/-DLF-217/962.

■ Symetrogear speed reduction unit for raw mill, complete with balance wheel membrane coupling. Suitable for aligning axially with 1500 hp, 750 rpm motor and mill. (Motor and mill not to be supplied). Loan no. 157. U.S. source. Bid deadline April 30. Shree Digvijay Cement Co., Ltd., SIKKA, Gujrat State. Cable: Jamcement, Bombay. Import license no. 983268/DLF/-157.

■ Hydrochloric acid plant, to produce 6,000 tons yearly acid. Complete with all necessary equipment. Loan no. 157. U.S. source. Bid deadline April 30. The Alkali & Chemical Corp. of India, Ltd., I.C.I. House, 34 Chowringhee, Calcutta 16. Cable: Kemicorp, Calcutta. Import license #988949/DLF-157/61(HQ)CG.III. Ref. no. 4(259)/62-AID-II.★

■ Heavy foundry sand conditioning plant, many items, including spare parts. Loan no. 157. U.S. source. Bid deadline April 30. Investa Machine Tools & Eng. Co., Ltd., Clerk Rd., Pais St., Bombay 11. Cable: Vestatools, Bombay. Import license no. 978915/DIF-157/62. Ref. no. 4(294)/63-AID-II.★

IRAN—Sugar beet extracting and refining plant, complete, with electric and steam power generating facilities; plant capacity to process 1000 metric tons input of sugar beet per 24 hours with minimum output of 150 mt. granulated sugar (no loaf) per 24 hours, and also to refine 200 tons raw sugar per 24 hours; plant should be expandable to maximum put of 2000 metric tons sugar beet per 24 hours; (desires delivery in six months to one year.) Ali Hamadanian (industrialist), c/o Shahnaz Spinning & Weaving Mill, Hezar Jerib, Isfahan.

IRAQ—Used machinery for the production of chocolate-covered ice cream bars. Iraqi Biscuit and Chocolate Industries, W.L.L., (manufacturer), c/o Hasso Marketing, Rashid St., Baghdad. WTD 9/6/62.

JAPAN—Injection molding machinery for producing distributor caps, fully automatic or semi-automatic; requests replies from manufacturers only with technical information, if possible, concerning capabilities, efficiency, price, delivery date, catalogues. Import Machinery Dept., Toyoda Tsucho Kaisha, Ltd., (manufacturer), 221-1 Sasashima-cho, Nakamura-ku Nagoya.

● **KUWAIT**—Ammonia plant capacity 100,000 metric tons nitrogen equivalent 120,000 tons ammonia with natural gas feedstock. Registration deadline May 1. Send company resume with application by registered mail to "Ammonia Plant", c/o Faisal Mazidi, Assistant Under Secretary, Ministry Finance Industry, P.O. box 9, Kuwait.

■ **PAKISTAN**—Machinery and equipment for water meter repair shop: high speed lathe machine; electric grinding machine; set oxy. acetylene brazing torch; drill and arbor press 1", adjustable gasket cutter; adjustable register glass cutter, three; set gasket punches; standard special tool set, two sets. Loan no. 8. Worldwide (899). Bid deadline May 8. Government of Pakistan, Director General, Investment Promotion & Supplies, Frere Rd., Karachi. Tender no. VA-2-ICA/67334/DLF/62. Detailed specifications may be obtained from Embassy of Pakistan, 2315 Massachusetts Ave., N.W., Washington 8, D.C.

PORTUGAL—Machine or small installation to make fodder and flour from fresh sweet potatoes; requests replies in Portuguese, but English understood. Uniao das

Fabricas Acoreanas de Alcool (manufacturer), Largo Joao Francisco Cabral, 13, Ponta Delgada, Sao Miguel, Azores. WTD 2/26/63.

TURKEY—Various engine testing and tuning equipment. PA#277-700-901-356-2117. Limited worldwide (901). Quotation deadline May 9. A. Kadri ve M. Sevki Kosdag Kardesler Koll. Sti., Galata Kurekeiler cad. no. 47, Istanbul. S/A no. 1588.★

U.A.R.-EGYPT—Equipment for a nylon six undipped tire cord plant, including all operations from preparation of caprolactam to carcass weaving, with daily capacity of three tons, on a turnkey basis; requests specifics concerning technical assistance and research on contract basis, sufficient data to permit detailed capital investment and production cost estimate, generous credit terms; specifications available on loan from Trade Opportunities Staff, BDSA-111, Rm. 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675). Societe Misr Pour La Rayonne (manufacturer), Kafr el Dawar. WTD 1/2/63.

356 General Industrial Equipment

★★ GERMANY—Trade Mission

Desires agency for U.S. packaging equipment for packaging, cartoning, labeling; which would round out present lines. Maschinenfabrik Fr. Niepmann Gmbh and Co., Gevelsberg, Westfalen. NCIA, I. R. 256.

● **ICELAND**—Borehole turbine pumps, 8 to 12, and electric motor driven centrifugal pumps, eight, all for hot water service system. Bid deadline on borehole pumps May 17, and centrifugal pumps May 18. Reykjavik Purchasing Center, 8 Vonarstraeti, Reykjavik.★ (WO 7-5589).

■ **MOROCCO**—Test liner, for the manufacture of containers, 800 metric tons. PA # 608-591-898-256-2222. Limited worldwide (898). Quotation deadline April 30. Compagnie Marocaine des Cartons et Papiers, B.P. 94, Kenitra.★

■ **TURKEY** — Bearings — various types, stock and manufacturer part numbers and descriptions. PA#277-700-901-356-3227. Limited worldwide (901). Quotation bid deadline April 30. Karayollari Genel Mudurlugu (General Directorate of Highways), Malzeme Subesi Mudurlugu, Yenisehir, Ankara. Detailed specifications may be obtained from the Board of Counselors for Economic Affairs, Turkish Embassy, 2523 Massachusetts Ave., N.W., Washington, D.C.

357 Office, Computing, Accounting Machines

AUSTRALIA—Stapling machines. Clive Hogbin Pty., Ltd., (importer, wholesaler), 80 Clarence St., Sydney. WTD 1/11/63.

★★ GERMANY—Trade Mission

Desires direct purchase and agency, computers, dictaphones, punched tape devices and auxiliary office equipment. Alfred Maier, Bueromaschinen, Parkring 47, Mannheim. NCIA I.R. 25.

Wholesaler of office machinery and equipment seeks agency for quality U.S. office equipment novelties. K. H. Benatzky, Vahrenwalder Strasse 190, Hannover. NICA. I.R. 273.

358 Service Industry Machines

★★ GERMANY—Trade Mission

Desires agency for U.S. small (fractional H. P.) refrigerator units. Firma Gottwald, 31 Jakobistrasse, Frankfort. NICA, I. R. 41.

GERMANY—Laundry supplies: accessories for mangles, presses and ironing tables; small appliances and equipment, such as labeling machines; correspondence preferred in German. Direct purchase and agency. Rationalisierungsverband des Waescherei - Fachgrosshandels G m b H., (purchasing organization), 60/62 Alteburgerstrasse, 5 Koeln. WTD 2/19/63.

Overhead and floor type automatic automobile washers; requests replies from manufacturers only. Direct purchase and exclusive agency. Erich Finck (importing distributor), Overbeckstr. 6, Hamburg 22.

■ **GREECE**—Open type semi-hermetic and hermetic refrigeratiton condensing units from ¼ hp and spare parts for refrigeration condensing units, 1,000 pieces. PA#240-700-898-221-2201. Limited worldwide (898). Bid deadline May 7. Eteps Liacacos-Xourafas, S/A 6, George St., Caningos Sq., Athens.

■ **INDIA**—Large quantities "Delco Remy", GM and Bendix parts, all in sealed packets. Loan no. 217. U.S. source. Bid deadline May 6. Jullunder Motor Agency (Delhi), P. Ltd., Kashmere Gate, Delhi. Cable: ULMOAGE. Ref. #60(371)/62-AID (1). IL#E.109158/61/EI/CCI/D.★

■ Components for deep-freeze cabins and air conditioners. Ref.# Air cond/12-B/2-62/L-II-B/DLF. Import license no. A 589426/61/AU/DW-HQ-CCI; refrigerator compressors, and accessories. Ref.# Air Cond/12-A/2/62/L-II-B/DLF. IL# A 589429/61/AU-DW/CCI. Loan no. 217. U.S. source. Bid deadline May 4. American Refrigerator Co., Ltd., 12-D, Park St., Calcutta 16.★

■ CHA grease guns, four, for use in motor vehicles, complete with hydraulic adapter, hose, coupler and inserts, with various spares. Loan no. 217. U.S. source. Bid deadline April 30. India Motor Parts & Accessories, Ltd., P. B. 2422, 1/155 Mount Rd., Madras 2. Cable: INDIAMOTOR, Madras. Import License #129479. Ref. # 60(364)/62-AID(I).★

361 Electric Transmission Equipment

● **IRAQ**—Supply of miscellaneous electrical equipment including motor starters, motors, circuit breakers, distribution transformers, switches, cable, lamp holders, laminaires and steel conduit; tender no. 259, bid deadline May 12. Specifications available from Iraqi Republican Railways, Baghdad. One copy of specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WOrth 7-4242).

● **KOREA**—Supply of miscellaneous substation equipment including circuit breaker; disconnecting switches 69 kv, 600 amp.; one 6,000 kva transformer; potential transformers and metering equipment. Tender no. KFX-3026-S, bid deadline May 14. Estimated value of contract $120,000. Office of Supply, Government of the Republic of Korea, Seoul.★ (WOrth 7-4242).

● **NEW ZEALAND**—Supply of four 3-phase, 110 kv, 1,200 amp. circuit breakers. Tender no. 418 (ref. 22/24/22; 22/94/22), bid deadline June 25. New Zealand Electricity Dept., Private Bag, Wellington. Copy of sepcifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WOrth 7-4242).

● **PHILIPPINES**—Supply and delivery of one 64,000 kva, three-phase power transformer appurtenances, accessories and spares. Tender no. 1963-175. Bid deadline May 6. National Power Corp., 161 Bonifacio Dr., Port Area, Manila. Copy of specifications for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WOrth 7-4242).

● **EGYPT**—Supply and erection of switching and transformer stations including five 500 kva transformers. Bid deadline April 24. General Organization for Executin the Five Year Industrial Plan, 6 Khali Agha St., Garden City, Cairo. Copy of specifications available for review only in Rm. 4124, Power and Electrical Equiptment Division, BDSA, Department of Commerce, Washington 25, D.C. (WOrth 7-4242).

362 Electrical Industrial Apparatus

★★ GERMANY—Trade Mission

Firm having prime contacts with the automatical industries desires agency for electric condensors and precision machine tools. Hans—Heinrich Schmitz, Ickerswarderstrasse 135 Duesseldorf. NCIA, I.R. 204.

■ **INDIA**—Horizontal type motors; vertical type solid shaft, normal torque, medium thrust, type P flange base motors, pumps and accessories, large number of items. Loan no. 157. U.S. source. Bid deadline May 10. Indian Dyestuff Industries, Ltd., Mafatlal House, Backbay Reclamation, Bombay 1. IL#983305/DLF-157/61. Ref.# 4(312)/62-AID-II.★

363 Household Appliances

NIGERIA—Domestic electrical appliances; requests replies from manufacturers only. Direct purchase and agency. Vivian Younger & Bond, (Nigeria), Ltd., (importer, wholesaler, distributor), Princes House, Tinubu Square, or P.O. box 427, Lagos. WTD 2/14/63.

PHILIPPINES—Small electric appliances for domestic use. Direct purchase and agency. Philamco Enterprise, (importing distributor, exporter), 315 Yutivo Bldg., Dasmarinas St. or P.O. box 257, Manila. WTD 6/2/61.

365 Radio and Television Receiving Sets

FRANCE—Phonograph and tape records; tapes to be registered on phonograph records. Direct purchase and agency. Sinfonia, (importer, dealer), 68 ave des Champs Elysees, Paris. WTD 1/14/63.

Recording tapes, all styles. Centre d'Enregistrement des Champs Elysees, (manufacturer), 15 ave Montaigne, Paris 8e. WTD 2/13/63.

SPAIN—Television sets meeting European standards with respect to vertical and horizontal oscillator frequencies, raster lines per inch, channel separation; tape recorders, professional and amateur, stereophonic and monaural, with tubes or transistors; available current 110 v. 50 cycle AC; requests replies in Spanish. Jose S. Amran, (importer, retailer), Primo de Rivera 26, Ceuta.

366 Communication Equipment

■ **PAKISTAN**—Tape recorder capstan stroboscopes, four; discs for same, 18; tape splicing machines. Loan no. 53. U.S. source. Bid deadline May 13. Director General of Supply and Development, Frere Rd., Karachi. Tender no. VA-2/ICA/67223/L-53/List no. 26/63. Detailed specifications may be obtained from the Embassy of Pakistan, 2315 Massachusetts Ave., NW., Washington 8, D.C.★

■ Installation of high frequency aerial system for Islamabad, prefabricated and complete in all respects, with masts, pulleys, discs, rigging material. Loan no. 53. U.S. source. Bid deadline May 11. Director General of Supply & Development, Frere Rd., Karachi. Tender No. VA-2/ICA/67259/L-53/2/63. Detailed specifications available at the Embassy of Pakistan, 2315 Massachusetts Ave., NW., Washington 8, D.C.★

■ Various electrical equipment, such as 100 kw. shortwave broadcast transmitter, am-

plifiers, transformers, fm. receivers, tubes and cable, 60 various items. Loan no. 53. U.S. source. Bid deadline May 15. Director General of Supply & Development, Frere Rd., Karachi. Tender no. VA-2-ICA/67259/L-53/3/63. Detailed specifications available from Embassy of Pakistan, 2315 Massachusetts Ave., NW., Washington 8, D.C.★

367 Electronic Components

FRANCE—Electronic equipment to be used in electronic and chemical industries. Direct purchase and agency. Techmation, (trader), 113 rue Lamarck, Paris. WTD 9/14/62.

ITALY—Fishing equipment, including radar and radiogoniometric equipment and instruments. Flli. Quinci & F. Azzaro, (wholesaler, importer, manufacturer), Piazza Regina 24, Mazara del Vallo (Trapani).

371 Automotive Equipment

■ **INDIA**—Various gears, large quantities, for jeeps, Mercedes, Bedford, Chevrolet. Loan no. 217. U.S. source. Bid deadline May 8. Anand Sales Corp., 362 Vithalbhai Patel Rd., Bombay 4. Cable: ANANDSALES, Bombay 4. Import license#333877/DLF/61/EI/B. Ref. #60(352)/62-AID(1).★

■ Complete fire engine unit, approx. 200 h.p. with accessories mounted on suitable chassis. Loan no. 162. U.S. source. Bid deadline May 7. Fertilizer Corporation of India, Ltd., Bombay. Tender no. BS/88/DLF. Tender documents available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

372 Aircraft and Parts

FRANCE—Aeronautical equipment and spatial devices. Direct purchase and agency. Produits pour l'Espace, (importer, dealer), 80 avenue d'Iena, Paris 16e. WTD 1/3/63.

● **MEXICO**—Link trainer (1), used, for Monterrey flying club—Club de Pilotos Aviadores, A.C. interested U.S. suppliers should correspond directly with Sr. Crisogono Herrera C., Cuprum, S.A., Apartado Postal 1254, Monterrey, Nuevo Leon.

374 Locomotives and Parts

■ **PAKISTAN**—Main line diesel electric locomotives with spare parts, metre gauge 3-3⅜", 10. Loan no. 45. U.S. source. Bid deadline May 1. East Pakistan Railway Bd., Railway Bldg., Chittagong. Tender no. P&D/BL-MG/63. Specifications may be obtained from Embassy of Pakistan, 2315 Massachusetts Ave., NW., Washington 8, D.C.

380 Professional, Scientific, Controlling Instruments

FRANCE—Medical supplies: instrument cases, hot air sterilizers, tensiometers, oscilloscopes, electronic stethoscopes, medical furniture, incinerators; requests replies in French. Centre d'Etude & de Recherche Medicale, (manufacturer), Saligny (Yonn) or 32 rue Camille Desmoulins, Cachan (Seine).

FRANCE—Surgical instruments, veterinary implements; laboratory items for private nursing homes, hospitals, sanatoria, and pharmacies. Direct purchase and agency. Meca Vigor (importer, exporter, retailer), 182 rue Lafayette, Paris 10e. WTD 5/3/61.

381 Laboratory and Scientific Instruments

■ **CHINA**—Various commodities, such as, parts for 300 ma X-ray generator; vacuum tubes, potentiometers, high tension cables, exposure relays, magnet stabilizers, resistors. PA#484-W-54-AT-9-20187. Limited worldwide (898). Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei, Taiwan. Bid deadline April 30. Cable: TRUSTPUR, Inv.#US-995A-2. Specifications available from Mr. Jos. C. Wei, acting director, Division for the Central Trust of China, Chinese Government Procurement and Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

FRANCE—Electronic and nuclear scientific instruments and components. Direct purchase and agency. Prana (manufacturer), 142 ave de la Republique, Montgeron (Seine & Oise). WTD 1/10/63.

■ **INDIA**—Rotating amplifiers, amplidyne, 5 kw, 220 volts, 1500 RPM, two. To be used at the Indian Institute of Technology, Kanpur. Limited worldwide. No. bid deadline given. Requisition no. 1016 EE-193. Inquiry no. 250. Detailed specifications may be obtained from: Mr. R. E. Johnson, purchasing agent, Educational Services Inc., Kanpur Indo-American Program, 164 Maine St., Watertown, 72, Mass.

NETHERLANDS — Flame-photometer, spectrometers, microtomes for clinical purposes, photo electric polarimeters. Exclusive distributorship. Dr. Lamers & Dr. Indemans, N.V., (importer, exporter, manufacturer, 434-436 Singel, Amsterdam. WTD 8/9/62.

382 Mechanical Measuring and Controlling Instruments

■ **TANGANYIKA**—Indicating, integrating and recording water supply meters, some electrically-operated, with necessary insertion pipes and fittings, nine. Government of Tanganyika Water Supply, Dar es Salaam. U.S. source. Bid deadline May 2. Reference no. EC2/Tang. Min. 3860. Quotations on C.I.F. basis, U.S. flag vessel, should be sent to: Mr. F. G. R. Dean, The Crown Agents, 4 Millbank, London S.W.1, England.★

● **U. A. R.—Egypt** Various capacity types of liquid flow rate indicators, 18. Reference no. SE/5836, bid deadline May 2. Societe des Sucreries et de Distillerie d'Egypte, 12 Gawad Hosni St., Cairo.★ (Telephone: WOrth 7-2312).

384 Surgical, Medical, Dental Instruments and Supplies

HONG KONG — Hospital supplies and equipment. Exclusive distributorship for Hong Kong, Macau, South Vietnam, Cambodia, Singapore and Malaya on a principal-to-principal basis with varying credit terms. Frederick Pordes & Co., Ltd., (importer and exporter), 209/210 Gloucester Bldg., P.O. box 596, Wipor. WTD 2/16/62.

ITALY—Medical and surgical equipment and supplies; anesthesia accessories such as vinyl tubing, adapters; catheters, surgical tapes, scissors, masks; full line of disposable medical supplies for hospitals; electric medical instruments; requests catalogues and descriptive literature. Flli Chiara, (wholesaler, retailer, agent, importer), Piazza S. Placido 8, Catania.

394 Toys, Amusement, Sporting Goods

★★ **GERMANY—Trade Mission**

Retailer of sporting goods, agency for U.S. large sporting goods equipment, inflatable tents and tennis trainers. Hans Hoffman, 14 Koellnbrinkweg, Westerfield, Hannover. NCIA. I.R. 56

395 Pens, Pencils, Other Office and Artists' Materials

AUSTRALIA—Numbering machines, date stampers, pencil sharpeners, seal and embossing presses, rulers, pencils, pens, erasers, carbon paper, typewritter ribbons, paper clips, and paperweights. Clive Hogbin Pty., Ltd., (importer, wholesaler), 80 Clarence St., Sydney. WTD 1/11/63.

399 Manufacturing Industries

■ **GREECE**—Various commodities in different quantities, 11 items, such as theodolite, tacheometers, levelling instruments, automatic photocopies developer, planimeter, prismatic inclinometers, rectangular double fiveprisms, measuring tapes, topographical umbrellas and aligning poles. PA#240-700-898-221-2202. Limited world wide (898). Bid deadline May 13. Ministry of Trade, Direction General of Procurements, Direction C'State Purchases, Section D' Office II, Athens. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington 8, D.C.

TRUCIAL STATES—Novelties and gifts. Sobhraj Reloomal (importer, retailer, exporter, wholesaler and commission agent), P.O. box 371, Dubai. WTD 2/10/63.

505 Farm Products, Raw Materials

FRANCE — Wool fibers for weaving; requests replies in French. S.A. Pierre Dubly, (manufacturer), 8 rue du Pays, Roubaix (Nord).

Kentucky leaf tobacco. Societe Lemasatex, (importer, exporter), 8 rue du Helder, Paris 9e. WTD 2/6/63.

509 Wholesalers

AUSTRALIA—Waste paper for repulping purposes, especially corrugated clippings, waste corrugated board of high kraft content. Cartons & Corrugated Papers Pty., Ltd., (manufacturer), Kent Rd., Mascot, Sydney, N.S.W.

■ **KOREA**—Heavy melting steel scraps. approx. 1500 mt. C&F Inchon Berth term, U.S. liner vessels. PA#489-901-356-2101. Limited worldwide (901). Quotation deadline May 6. Inchon Steel Making Co., Ltd., #33 Mansuk Dong, Inchon. Ref. no. FFO-SAI-3-242. Air mail copies of all offers to be sent to Bank of Korea, Seoul, Attn: AID Section and to the Director, US AID, Seoul, c/o American Embassy, Seoul. Full particulars for procedure governing this procurement may be obtained from General Services Administration, Defense Materials Service, Washington 25, D.C.

■ No. 1 and No. 2 heavy melting steel scrap, approx. 2,000 mt. Price of C&F and/or CIF Pusan, and/or Inchon, by U.S. flag or non-U.S. flag vessel. PA# 489-901-356-3202. Limited worldwide (901). Quotation deadline May 4. Seoul Steel Manufacture Co., 657 1-ka Sungsoo-Dong, Sung Dongku, Seoul. Ref. no. FFO-SAI-3-241. Air mail copies of all offers to Bank of Korea, Seoul, Attn: AID Section and to the Director, US AID, Seoul, c/o American Embassy, Seoul. Full particulars for procedure governing this procurement may be obtained from GSA, Defense Materials Service, Washington 25, D.C.

Uruguay extends deadline for railroad car bids

Administracion Nacional de Combustibles, Alcohol y Portland, Montevideo, Uruguay, has announced that the bid deadline of tender no. 5004 for the supply of 28 hopper cars has been extended from March 12 to April 30. (INTERNATIONAL COMMERCE Jan. 28, 1963, p. 26).

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

NORTH BORNEO — Canned foodstuffs: meats, salmon, vegetables, fruits; canned or bottled ketchup, meat sauces, corn oil, meat tenderizers; requests replies from manufacturers only with descriptive literature and CIF Jesselton or Hong Kong or Singapore prices. Mr. N. G. Chun Cheng, Huat Lee Trading Co., (importer, retailer) P.O. box 32, Jesselton. WTD 2/16/63.

201 Meat Products

GERMANY — Frozen poultry (broilers); requests replies from producers only. Spritag, Inh. Carl Josef Schmidt, (commission merchant, sales agent), 5/7 Robertstrasse, Koeln-Kalk. WTD 8/2/62.

203 Canning, Preserving Foods

GERMANY—Canned peaches and pineapples; requests replies from producers only. Spritag, Inh. Carl Josef Schmidt, (commission merchant for canned foods), 5/7 Robertstr., Koeln-Kalk. WTD 8/2/62.

209 Miscellaneous Foods

ITALY—Linseed oil; requests replies in Italian from manufacturers only. Scandurra & Saglimbene, (manufacturer's agent), Piazza Duca di Genova 21, Catania.

220 - Textile Mill Products

FRANCE — Textile fabrics, cotton and manmade fiber. Jacques Deutsch, (agent), 8 rue Alphand, Paris 8e.

GERMANY—All types of fabrics for childrens' garments, Gehard Beyer (sales agent), 60 Tangastrasse, 8 Munich 59. WTD 2/15/63.

IRAQ—Upholstery fabrics; requests replies from manufacturers only. Mohammed Attiya & Co., (commission agent), Sayed Taha Bldg., Mutanabi St., Baghdad. WTD 2/19/63.

229 Textile Goods

SOUTH AFRICA—Lace. H. L. Hompes & Co. (Pty.), Ltd., (manufacturers' representative handling textiles & knitwear), P.O. box 3480, Johannesburg. WTD 9/21/62.

230 Apparel, Other Finished Products

FRANCE—Clothes, cotton and manmade fiber. Jacques Deutsch (agent), 8 rue Alphand. Paris 8e.

GERMANY—Children's ready-made clothing. Gerhard Beyer, (sales agent), 60 Tangastrasse, 8 Munich 59. WTD 2/15/63.

233 Women's, Misses', and Juniors' Outerwear

NORWAY—Skirts of synthetic fabrics for ladies and misses. Sverre Darner, (manufacturer's agent), 6 Johannes Brunsgt., Oslo. WTD 7/6/62.

262 Paper Mills

GREECE—Newsprint; requests replies from manufacturers only. Marc C. Pervanidis, (sales agent), P.O. box 201, Athens, WTD 2/14/63.

335 Rolling, Drawing and Extruding of Nonferrous Metals

GERMANY—Copper tubings for water pipes; requests replies from manufacturers only with price quotations CIF Hamburg. Agency for northern part of Germany. Hans Foppes, (sales agent), Bachstr. 51, Hamburg 22. WTD 7/24/61.

342 Cutlery, Hand Tools, General Hardware

ITALY—Door hardweare, such as patent locks, door handles, keys; requests replies in Italian from manufacturers only with price quotations in lire. Scandurra & Saglimbene, (manufacturer's agent), Piazza Duca di Genova 21.

343 Heating Apparatus and Plumbing Fixtures

GERMANY—Bathroom and other sanitary fixtures except bath tubs, sinks, wash basins; requests replies from manufacturers only with price quotations CIF Hamburg, agency for northern Germany. Hans Foppes, (sales agent), Bachstr. 51, Hamburg 22. WTD 7/24/61.

344 Fabricated Metal Products

CHILE—Accessories, supplies and equipment to complement present manufacturing line of industrial boilers, steel tubing and pipes, steel storage tanks, structural steel and shapes, transportation equipment, railroad freight cars, freight terminals, hoppers and chutes, fishing vessels, tugs, dredges, barges and lighters, assembly of construction projects which employ steel. Mr. Luis Ricci G., Maestranza Maipu, (manufacturer), Amunategui 31, Casilla 13542, Santiago. WTD 2/7/62.

346 Metal Stampings

GERMANY—Stainless steel housewares, such as pots, pans, containers, platters; replies preferred in German. Richard and Werner Scharf, (manufacturers' agent) Froschhausen, Krs. Offenbach/Main, Feldstr. 14.

353 Construction Machinery

AUSTRIA—Tools using diamond wheels for cutting the grooves of contraction and expansion joints on concrete roads; requests replies from manufacturers only. Exclusive sales agency for Austria. E. Friedl & Co., (manufacturer-importer), Hernalser Guertel 32, Vienna IX/71.

358 Service Industry Machines

GERMANY—Coin operated washing machines; replies preferred in German. Richard and Werner Scharf, (manufacturers' agent), Froschhausen, Krs. Offenbach/Main, Feldstr. 14.

360 Electrical Machinery, Equipment, Supplies

BARBADOS—A purchasing and sales representative for electrical equipment. Emtage Electrical Co., Ltd., (importer), Broad St., Bridgetown. WTD 1/13/61.

GERMANY — Electric household and kitchen appliances, lamps, radios, television sets, record players, refrigerators, washing machines; available current 220 volts single phase AC 50 cycles; requests replies from manufacturers only. Sales agency. Elektrotechnische Grosshandels-Gesellschaft Hans C. Ehlen K.G., (wholesaler), Grossflecken 63, Neumuenster.

362 Electrical Industrial Apparatus

IRAQ—Electric generating sets for large scale projects, capacity: 2,000 hp. and above. J. Azzouz & Sons, (importer, wholesaler and retailer), Al Wathba Sq., Baghdad. WTD 8/15/62.

363 Household Appliances

GERMANY—Small electric kitchen and household equipment such as can openers; dish washers, heaters, related products; replies preferred in German. Richard and Werner Scharf, (manufacturers' agent), Froschhausen, Krs. Offenbach/Main, Feldstr. 14.

366 Communications Equipment

FRANCE—Electronic and telecommunication equipment. Ofeurco-Office Europeen de Cooperation Technique Commerciale & Financiere, (agent), 149 avenue Victor Hugo, Paris 16e.

SINGAPORE—Combination echo ranging and sounding equipment with four beams, for fishing boats: long range beam (more than ½ mile radius) for tracking fish shoal; short range beam to lead to shoal; vertical beam to determine depth of fish and thickness and density of shoal; beam to show exact depth of trawl opening; requests replies from manufacturers only. Exclusive agency on indent basis for Singapore, Malaya, and British Borneo territories. Lim Wee Cheng & Co., (importer, indent agent), Rm. A7 & A8, 1st Floor, MacDonald House or P.O. box 901, Singapore 9. WTD 3/26/62.

371 Motor Vehicles Equipment

ITALY—Garage equipment, such as spanners, wrenches, jacks, tool kits; requests replies in Italian from manufacturers only with price quotations in lire. Scandurra & Saglimbene, (manufacturer's agent), Piazza Duca di Genova 21, Catania.

375 Motorcycles, Bicycles, and Parts

FRANCE—Head and tail lights for motorcycles, motor bikes, bicycles; requests replies in French. Traizet & Cie, (manufacturer, sales agent), 16 rue de la Pierre Levee, Paris 11e. WTD 3/6/62.

509 Wholesalers

SPAIN—Scrap metals. Javier Carceller Canto, (agent), J. Garcia Morato 49, Madrid 10.

Bids for tug boat requested by Cyprus

The Republic of Cyprus requests bids for a tug boat that is new or used in nearly new condition, 1,000 to 1,200 h.p., twin screw, and 116 feet in length.

Specifications may be obtained from Director, Department of Ports, Famagusta, Cyprus.

A limited supply of specifications is available on loan from the Transportation Equipment Division, rm. 4318, Department of Commerce, Washington 25, D.C. The bid deadline is May 11.

Leads for Importers

Commodities are offered direct unless specified.

207 Food Preparations

ECUADOR—Papaya (pawpaw fruit) flour for delivery in any port desired. Angel M. Zurita, Avenida America 1128 (P.O. box 113), Quito.

NIGERIA—Nigerian cocoa. Direct or through agent. Pan Bros. (1960), Ltd., 19/21 Balogun St., Lagos. WTD 4/1/63.

221 Broad Woven Fabric Mills, Cotton

GERMANY—Special coarse titer staple fiber yarns for the production of drapery, upholstery, and dress material. Baumwollspinnerei Eilermark AG., 11 Viefhuesweg, P.O. box 105, 4432 Gronau/Westf., Duesseldorf. WTD 3/1/63.

228 Yarn, Thread Mills

GERMANY—Cotton yarns up to ne 20, carpet tufting yarns; spun rayon "Hendra" flame yarns for the carpet industry. Baumwollspinnerei Eilermark AG., 11 Viefhuesweg, P.O. box 105, 4432 Gronau/Westf., Duesseldorf. WTD 3/1/63.

251 Household Furniture

HONG KONG—Ideal chair. Kader Industrial Co., Ltd., King's Rd., North Point, Hong Kong. For brochure write to Commercial Intelligence Division, BIC, rm. 1310, Department of Commerce, Washington 25, D.C.

306 Fabricated Rubber Products

JAPAN—Beltings (mechanical, conveyor, foods, transmission, V, and rubber). Fukoku Co., Ltd., Shiga Bldg. no. 2, 2-chome, Kodenma-cho, Nihonbashi, Chuo-ku, Tokyo. WTD 10/21/60.

307 Plastic Products

FRANCE—Plastic or teflon manufactured articles. Appareils Gachot, 179 Avenue de la Division Leclerc, Enghien (S. & O.).

313 Boots, Shoe Cut Stock

PAKISTAN—Leather of all sorts (uppers, soling and linings). The Leather and Allied Industries, Ltd., G. T. Rd., Wazirabad. WTD 3/22/63.

314 Footwear (except rubber)

FRANCE — Plastic footwear, including molded articles, for men, women and children (for street-wear, sea-shore and country use), sandals and "nu-pieds", in various colors or translucid. Good quality, washable footwear. Direct or through agent. Societe "Flexoplastic", 29 Rue de la Republique, Villefranche - de - Lauragais, Haute-Garonne. WTD 4/1/63. For brochure write to Commercial Intelligence Division, BIC, rm. 1310, Department of Commerce, Washington 25, D.C.

326 Pottery

PAKISTAN—Beer mugs. Steadfast Co., Nihal Chand St., Sialkot. WTD 3/22/63.

342 Cutlery, Hand Tools, General Hardware

PAKISTAN—Cutlery. Steadfast Co., Nihal Chand St., Sialkot. WTD 3/22/63.

345 Screw Machine Products

GERMANY—Finished and semi-finished hexagon bolts and nuts; hexagon machined barrel bolts; hexagon socket head cap screws and studs with metric screw threads (M), unified screw threads (UNC, NC, UNF, NF) and thread specified in inches in the diameter from ¼" to 2¾" (M10 - M72). Screws and nuts made of heat resisting steel, stainless steel, brass and other materials with tensile strength of kp/mm² 50, 60, 80, 100 and 120 according to American standards and drawings. Direct or through agent. Schraubenfabrik Gustav Sternberg, 11-12 Breitenbachstrasse, Berlin 27. WTD 3/26/63.

353 Construction, Mining, Materials Handling Equipment

SWEDEN—Ore dressing and mining machinery. Sala Maskinfabriks AB, Sala. WTD 3/18/63.

354 Metalworking Machinery and Equipment

★★ **GERMANY—Trade Mission**

Desires agent to sell exclusively sheet metal forming machines in U.S.A. for prototype work and bus, truck, and aircraft metal shaping and forming. Walter Eckold Vorrichtungs und Geraeteban, St. Andreasberg, Sperrluttertal, Oberharz. NCIA. I.R. 288.

Wants agency for their magnetic hammers for riveting, stamping, upsetting for U.S. market. Elmeg Elektromechanik, Voehrum Strasse, Peine. WTD 12/5/61. I.R. 23.

ISRAEL—Moulds for glass bottle manufacturing in the U.S. and seeks agents and distributors in all parts of the U.S. Eliezer Weiss, Strikovsky Bldgs., Acre Rd., Haifa. WTD 7/20/62.

PORTUGAL—Molds for use by the plastic industry; compression, injection and blow systems. Jose dos Santos Ruivo, Rua Conde Azarujinha, Marinha Grande. WTD 3/25/63.

SWEDEN—Precision-made machine accessories of steel, including stainless steel, copper, brass, aluminum and other metals. AB Bendor, Boras. WTD 3/13/63.

361 Electric Transmission and Distribution Equipment

SWEDEN—Stabilized rectifiers and oscillators. Svenska AB Oltronix, Jamtlandsgatan 125, Vallingby. WTD 3/20/63.

366 Telephone, Telegraph Apparatus

SWEDEN—High-speed telephones. AB Frili, Industrivagen 6, Solna. WTD 3/28/63.

369 Electrical Equipment

SWEDEN—Electric door bells. AB Frili, Industrivagen 6, Solna. WTD 3/28/63.

374 Railroad Equipment

GERMANY—Discharge equipment and quick-closing safety valves for rail tank cars. Gustav F. Gerdts KG., 130 Hemmstrasse, Bremen (P.O. box 250). WTD 1/31/63.

381 Engineering, Laboratory, Research Equipment

SWEDEN—Laboratory equipment. Axel Kistner AB, Lastmakargatan 22-24, Stockholm. WTD 4/1/63.

382 Measuring and Controlling Instruments

SWEDEN—Industrial measuring instruments and geophysical equipment. AB Elektrisk Malmletning, Lofstromsvagen 2, Sundbyberg (mailing address also: Fach, Stockholm 1). WTD 3/29/63.

384 Surgical, Medical, Dental Supplies

SWEDEN—Surgical and laboratory instruments. Axel Kistner AB, Lastmakargatan 22-24, Stockholm. WTD 4/1/63

391 Jewelry, Silverware, Plated Ware

PAKISTAN—Sports cups, trophies. Steadfast Co., Nihal Chand St., Sialkot. WTD 3/22/63.

395 Pens, Pencils, Office and Artists Materials

ISRAEL—Israeli-made carbon paper and typewriter ribbons. L & J Export Import Co., Eng. I. Lorbert & E. R. Janai, Ltd., 8 Y.L. Peretz St., Tel Aviv. WTD 9/62.

563 Women's Accessory and Specialty Stores

PERU—Alpaca shawls (hand made). Lanificio del Peru S.A., P.O. box 317, Arequipa. WTD 3/20/63.

599 Retail Stores

FRANCE—Household & kitchen utensils for restaurants, hotels, butcher shops. Societe des Ets. Gobel Fils, Route de Chambray, Joue-les-Tours (Indre & Loire). WTD 4/3/63.

HONG KONG — Enamelled ironware, kitchenware and enamelled signboards, fire bricks, enamel frits, crucible, refractories. I-Feng Enamelling Co., (H.K.), Ltd., Chungking Mansions, A1, 3rd Floor, 40, Nathan Rd., Kowloon, Hong Kong. WTD 1/22/62.

SWEDEN—Reed switches. AB Frili, Industrivagen 6, Solna. WTD 3/28/63.

Uruguay invites tenders for tuna trawlers

Tenders have been invited by the government of Uruguay for one or two trawlers.

The trawlers should have a capacity of freezing six tons of whole tuna per day and a capacity for storing 150 tons. The vessels should have a range of 15,000 miles and be able to remain at sea for 70 days.

Specifications may be obtained from Servico Oceanografico y de Pesca (S.O.Y.P.), Calle Julio Herrera y Obes no. 1469, Montevideo, Uruguay. The bid deadline is May 10.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Mr. A. J. Yencken, representing E. L. Yencken & Co., Pty., Ltd., 5872 Queen's Bridge St., South Melbourne, interested in new lines in the field of **builders' supplies**, suitable for importing to Australia. April 18 via San Francisco for 16 days. c/o Australian Trade Commissioner, 636 Fifth Ave., New York, N.Y. Itinerary: Honolulu, San Francisco, Chicago, New York.

ENGLAND—Mr. Gordon Garth, representing Wilkins and Mitchell (Servis), Ltd., no. 4 Factory, Darlaston Rd., Kings Hill, Wednesbury, Staffs, interested in **appliances** either marketed or manufactured in the Chicago area that could be introduced to the U.K. market, and possibly manufactured on a licensing basis. May 7 via Chicago for 7 days. c/o Department of Commerce Field Office, rm. 1302, 226 West Jackson Blvd., Chicago, Illinois. Itinerary: Chicago.

ENGLAND—Mr. Eric Alexander, representing E. Alexander & Co., Ltd., Patriot Sq., London, E.2., interested in arranging **distribution for firm's products.** May 6 via New York for two weeks. c/o Commodore Hotel, New York, N.Y. Itinerary: New York, Washington.

GERMANY—Ulrich Maushake, representing the firm Ulrich Maushake, Wiesbaden, Kranzplatz 10, interested in importing **spare parts for aircraft** and requesting technical information on same. End of March via New York for 2-4 weeks. c/o Eastern Aircraft Corp., Hackensack, N.J. Itinerary: New York, Washington, Alexandria (Va.), Santa Monica (Cal.).

ITALY—Bruno Rambaudi, representing Rambaudi & Co., Via Acqui - Leumann (Turin), interested in new developments in American **machine tool industry** for prospective purchases and obtaining manufacturing licenses; also selling his milling machines and requesting technical information on American latest developments in the field of machine tools. April 28 via New York for 15 days. c/o Manex Machinery Corp., 525 Park Ave., New York 21, N.Y. Itinerary: New York, Chicago, Cincinnati, Detroit, Washington.

ITALY—Giuseppe Morra, representing "Giuseppe Morra", 7, Via Luciano Manara, Turin, interested in obtaining agencies for American **industrial chemicals**, manufacturing licenses for **automobile accessories**, selling cream of tartar and tartaric acid and requesting technical information on cream of tartar for bread-making industry. April 25 via New York for 10 days. c/o Park Sheraton Hotel, New York, N.Y. Itinerary: New York, Washington, Buffalo, Boston.

NORWAY—Mr. Ragnar Saether, representing Motordrift A/S, 1 Brynsengveien, Oslo, interested in purchasing **machinery and equipment for mining and hydroelectric industries** as well as for construction and agriculture. April 23 via New York for one month. c/o Norwegian Embassy, Washington, D.C. Itinerary: Chicago, Milwaukee, Washington, Denver, St. Paul, Aurora, Quincy, Peoria.

SINGAPORE—Hon Sui Sen, Chairman, Economic Development Board, Singapore Govn't. and Chairman, Singapore Harbour Board, April 29 via New Orleans for two weeks. c/o Department of Commerce Field Office, 1508 Masonic Temple Bldg., 333 Charles Ave., New Orleans 12, La. Itinerary: New Orleans (April 29-May 7), Los Angeles (May 7-10), San Francisco (May 10-12).

SOUTH AFRICA—Mr. R. T. Henry, representing R. T. Henry & Co., 132 Essex House, 409 Smith St., (P.O. box 2777), Durban, interested in obtaining agency for, or importing, **small electric appliances, radio and electrical equipment.** April 29 via New York for 10 days. c/o Consulate General of the Republic of South Africa, 655 Madison Ave., New York 21, N.Y. Itinerary: New York, Chicago, San Francisco, Los Angeles.

SOUTH AFRICA—Woolf Budlender, representing Budlender's Box Factory, and Budlender's Printing Works, P.O. box 2092, Port Elizabeth, interested in **simple carton-forming equipment** and any **paper or paper-board articles** which could be manufactured in the Republic of South Africa. April 12 via New York for 3½ weeks. c/o J. Gerber & Co., Inc., 855 Avenue of the Americas, New York, N.Y. Itinerary: New York, Detroit, Chicago, San Francisco, Los Angeles.

SOUTH AFRICA—Mr. Stanley M. Cohen, representing Trans African Film Library (Pty.) Ltd., 77 Long St., Cape Town, interested in purchasing and distributorship for **8 mm silent and 16 mm sound films** April 23 via New York 10 days c/o Joseph B. Antoville Inc., 11 West 42nd St., New York, N.Y. Itinerary: New York, possibly Chicago.

Ceylon asks bids on textile machinery

The government of Ceylon requests tenders for textile machinery, pumps and a steam boiler for its Department of Rural Development and Small Industries.

The tender would include the supply of a cotton yarn dyeing machine; a drying machine; three sets of cone winding machines with 20 spindles each; one 2" diameter pump for chlorine; one acid-proof 1½" pump; and one oil fired steam boiler, multi-tubular, horizontal smoke tube type with a steaming capacity of 7,000 to 8,000 lbs. per hour at a working pressure of 100 lbs. per square inch.

Tenders should be submitted to the Chairman, Tender Board, Ministry of Industries, Home and Cultural Affairs, P.O. box 552, Colombo 7, Ceylon. Bid deadline May 13.

A copy of the tender is available on a short-loan basis from the General Industrial Equipment Division, Business and Defense Services Administration, rm. 4022, Department of Commerce, Washngton 25, D.C.★ (WO 7-5589).

Iraq extends deadline on oil line station bids

The deadline for submitting bids for an oil line booster pumping station to be erected at Wadi Tharthar, near Samarra, has been extended from April 30 to May 28. (INTERNATIONAL COMMERCE March 18, p. 55.)

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

T. E. Kanthack and Partners, a Rhodesian Consulting Firm, assisted by specialists from New York, Tippetts—Abbett—McCarthy—Stratton, has been appointed by the Federal Minister of Transport to investigate the possibility of a pipe line, for distribution of products, from the Feruka Refinery.

The Rhodesian government announced that if the project is undertaken, it will be by public tender on alternative basis, with and without contractor finance.

Cost of the project is estimated at approximately $42,000 (£18,000). For further details, contact Mr. F. S. Owen, Federal Minister of Transport, Salisbury, Rhodesia.

New Trade Lists

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Trinidad and Tobago, February.

Aircraft and Aeronautical Equipment Importers and Dealers—United Kingdom, January.

Automotive Vehicles and Equipment Importers and Dealers—Honduras, February.

Book, Magazine and Periodical Importers and Dealers—Turkey, February.

Clothing Manufacturers — Philippines, January.

Confectionery Importers, Dealers and Manufacturers—El Salvador, February.

Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Chile, February.

Jewelry, Silverware, Timepiece and Giftware Importers and Dealers — Hong Kong, January.

Lumber, Plywood and Veneer Importers, Dealers and Exporters—Republic of South Africa, January.

Machinery Equipment and Supply, Electrical Importers and Distributors—The Netherlands, January.

Mining Companies and Exporters of Ores —Israel, February.

Motion Picture Industry—Colombia, February.

New Books and Reports

***Africa: Sales Frontier for U.S. Business.* Published by the Dept. of Commerce, Washington, 1963. 121 pp. $1.**

A guide to assist both U.S. businessmen already active in Africa and those desiring to enter the continent's growing market for the first time.

An on-the-spot, practical assessment of opportunities and pitfalls involved in trading in selected African countries, it discusses the export outlook in regions where opportunities for trading are foremost, contrasting these with others where institutional barriers and obstacles stand in the way. It suggests steps the U.S. exporter should take to enter African markets and also discusses the private investment outlook in some countries.

Several of the studies were written by commercial officers attached to U.S. embassies in Africa, and others were written by area specialists of the Africa Division of the Bureau of International Commerce. Bernard Blankenheimer, Director of the Africa Division, supervised the preparation of the book.

Maps, charts and photographs supplement the text, and 4 appendices include a 19-table section on African market indicators and a 6-page bibliography.

Prepared as a supplement to INTERNATIONAL COMMERCE, the book can be ordered from the Superintendent of Documents, Government Printing Office, Washington 25, D.C. Subscribers to International Commerce can obtain a single copy without charge on written request to the Publications Division, BIC, Department of Commmerce, Washington 25, D.C. Such requests must be received within 15 days after the magazine's date of publication.

***Kuwait—a Market for U.S. Products.* By Albert N. Abdo for the Dept. of Commerce. Washington, 1962. 21 pp. 25 cents.**

U.S. exports to Kuwait increased from $3.2 million in 1950 to $56.4 million in 1961 and the report states that "a strong potential exists for even greater growth in the future."

Most U.S. exports to Kuwait are in 3 general categories: foodstuffs, especially canned or frozen; motor vehicles and accessories; and machinery and metal products, mostly related to oilfield operations and construction activities.

Although Kuwait trades with about 80 countries, more than 50 percent of its imports are obtained in 4 countries; the United Kingdom, the U.S., West Germany and Japan in that order.

Government contracts are responsible for about 50% of all imports. Goods needed by the Government are bought through Kuwait nationals.

The Kuwait Government plans a variety of construction projects providing schools, hospitals, housing, Government buildings, a sewer and water system, roads, and port and airport improvements.

The report includes a review of marketing facilities and procedures in the country, covering most of the information a U.S. businessman would require as an introduction to commercial activities there.

The report may be obtained for 25 cents from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D. C.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C. Such requests must be received not more than 15 days after the publication date of the issue of INTERNATIONAL COMMERCE in which the requested OBR was listed.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington 25, D.C.**

Economic Developments in Argentina, 1962. OBR 63-74. 10pp.

Economic Developments in Belgium, 1962. OBR 63-75. 8pp.

Economic Developments in Peru, 1962. OBR 63-76. 8pp.

Economic Developments in Mexico, 1962. OBR 63-77. 15pp.

Licensing and Exchange Controls of Venezuela. OBR 63-80. 7 pp. Lists Venezuela's quantitative restrictions on imports, various markets for payment of foreign exchange, conversion of foreign currency receipts, and U.S. controls affecting trade with Venezuela.

Import Tariff System of the Republic of the Congo (Leopoldville). OBR 63-82. 2pp. Describes the bases for specific and ad valorem duties, customs surtaxes and internal taxes, shipping documents and fees, and trade restrictions.

Preparing Shipments to Tunisia. OBR 63-83. 7pp. Covers the required shipping documents; regulations governing mailed shipments; requirements for samples and advertising matter; import restrictions; regulations for labeling, marking and packing; entry, transit and warehousing requirements; and customs procedures.

***Common Market Cartel Laws.* By Conrad W. Oberdorfer, Alfred Gleiss and Martin Hirsch. Published by Commerce Clearing House, Inc. Chicago, 1963. 225 pp. $15.**

A commentary on Articles 85 and 86 of the EEC Treaty, and EEC Regulations Nos. 17, 27 and 26, including a table of European and American court and agency decisions relative to the subject.

It can be ordered from CCH Products Company, 4025 W. Paterson Ave., Chicago 46, Ill.

***Plantation Crops.* Published by the Commonwealth Economic Committee. London, 1963. 219 pp. $2.**

A review of production, trade, consumption and prices relating to sugar, tea, coffee, cocoa, spices, tobacco and rubber. Compiled by the Intelligence Branch of the Commonwealth Economic Committee.

It can be ordered from the Sales Section, British Information Services, 845 Third Avenue, New York 22, N.Y.

***Commerce and Industry in Kenya, 1961.* Published by Kenya's Dept. of Commerce, Industry and Communications. Nairobi, 1962. 103 pp. $1.**

A yearly review of industrial development, commercial and industrial organization, commercial legislation, employment and labor, foreign capital investment, financial developments and general commercial information.

Copies are available from the office of the Crown Agents Representative, 3100 Massachusetts Avenue, NW., Washington 8, D.C.

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Calendar *for international traders*

April

22—International Trade Workshop, Sheraton Hotel, **Chicago, Ill.** Sponsor: International Marketing Institute. Speaker: Draper Daniels, National Export Expansion Co-ordinator.

22—Dinner Meeting, International Trade Club of **Kansas City, Mo.**

23—Export Seminar, **Janesville, Wis.** Sponsors: Janesville Chamber of Commerce and U.S. Dept. of Commerce.

23—World Trade Club of Western Michigan meeting in **Muskegon, Mich.** Subject: Export Financing Guarantees.

24—Foreign Credit Insurance Assn. Meeting. Wells Fargo Bank, **San Francisco, Cal.**

24—Export Expansion Seminar, **Wausau, Wis.** Sponsors: Wausau Chamber of Commerce, U.S. Dept. of Commerce Chicago and Milwaukee Field Offices, Small Business Administration.

24—World Trade Club of **St. Louis, Mo.**: Port of New Orleans Night. Le Chateau Inn.

24—Profits in Exports Conference, Hotel Syracuse, **Syracuse, N.Y.** Sponsors: U.S. Dept. of Commerce, Syracuse Chamber of Commerce and New York State Dept. of Commerce.

24—New England's 10th Annual World Trade Day. Sheraton Plaza Hotel, **Boston, Mass.** Theme: "International Trade—Challenge and Opportunity." Sponsor: International Trade Assn. of New England.

24—Freedom Forum, National Education Foundatiton, **Searcy, Ark.** Subject: The Trade Expansion Act and the European Common Market.

25—Indiana Trade Expansion Workshop on Exports, **Indianapolis, Ind.** Sponsors: Indianapolis Chamber of Commerce and U.S. Dept. of Commerce.

25—Special Interest Meeting of the International Trade Club of **Chicago, Ill.** 3 to 5 p.m., La Salle Hotel. Subject: Panel Discussion on Doing Business With Spain.

25—FCIA Workshop Seminar, **Cincinnati, Ohio.** Sponsors: American Institute of Marine Underwriters and the Regional Export Expansion Council.

25—Foreign Credit Insurance Seminar. Pick Fort-Shelby Hotel, **Detroit, Mich.** Speaker: Walter Diamond, FCIA research Director. Sponsors: FCIA and Dept. of Commerce Detroit Field Office.

26—Foreign Credit Insurance Assn. Educational Conference, **Memphis, Tenn.** Sponsor: "Insurors of Memphis" and U.S. Dept. of Commerce.

27-May 9—North Carolina International Trade Fair, **Charlotte, N.C.**

28-May 4—World Trade Week—**New Orleans, La.** Sponsors: U.S. Dept. of Commerce, Regional Export Expansion Council, Chamber of Commerce of the New Orleans Area.

29—Tri-County Export Conference; Clemson College, Clemson, S.C. Sponsors: Clemson College Dept. of Industrial Management and Dept. of Commerce's Charleston Field Office.

29-30—16th Annual Ocean Shipping and Foreign Trade Institute, **Washington, D.C.** Sponsor: American U.

30—Piedmont Export Conference, **Greenville, S.C.** Sponsors: Greenville Chamber of Commerce and Dept. of Commerce's Charleston Field Office.

30—Sales and Marketing Executives of Pittsburgh Annual Presidential Dinner, Penn-Sheraton Hotel, **Pittsburgh, Pa.**

30—Modernization Conference, Conrad Hilton Hotel, **Chicago, Ill.** Speaker: Daniel L. Goldy, Administrator, BDSA. Subject: Opening up National and International Markets Through Modernization. Sponsor: American Society of Tool Manufacturers and Engineers.

May

1—Foreign Credit Insurance Assn. Workshop, Atlantic Coast Line Railroad Building, **Jacksonville, Fla.** Sponsors: American Institute of Marine Underwriters and the Upper Florida Regional Export Expansion Council.

1—Mid-State Export Conference; Univ. of South Carolina, **Columbia, S.C.** Sponsors: South Carolina U.'s School of Business Administration, and Columbia Chamber of Commerce.

1-3—18th Mississippi Valley World Trade Conference, **New Orleans, La.** Sponsors: U.S. Dept. of Commerce, Regional Export Expansion Council. Speaker: Dr. Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Business.

2—Monthly Meeting of the Machinery-Metals Export Club. The Advertising Club, **New York, N.Y.**

2-4—Conference on the Economic Development of the Near East. Gaston Hall, Georgetown Univ., **Washington, D.C.** Sponsor: The Middle East Institute.

7—Businessmen's Consultations with the full membership of the Trade Mission to Mexico. **Los Angeles, Cal.** Sponsor: U.S. Dept. of Commerce.

8—Businessmen's Consultations with the full membership of the Trade Mission to Mexico. **Houston, Tex.** Sponsor: U.S. Dept. of Commerce.

9—Businessmen's Consultations with the full membership of the Trade Mission to Mexico. **Dallas, Tex.** Sponsor: U.S. Dept. of Commerce.

9—Export Expansion Conference, **Detroit, Mich.** Sponsors: Engineering Society of Michigan, and the U.S. Dept. of Commerce Detroit Field Office.

9—Foreign Credit Insurance Workshop, International House, **New Orleans, La.** Sponsors: American Institute of Marine Underwriters, and the Louisiana-Mississippi Regional Export Expansion Council.

9—World Trade Dinner opening the 12th Annual Washington State International Trade Fair (May 9-19), **Seattle, Wash.**

9—2nd Annual Export Expansion Seminar and World Trade Day, **Houston, Tex.** Afternoon session on board the N.S. Savannah.

9—Monthly Luncheon Meeting of the International Trade Club of **Chicago, Ill.**

9—International Trade Assn. of New England, Dinner Meeting, Tiffany's Restaurant, **Boston, Mass.**

10—Businessmen's Consultations with members of the Trade Mission to Mexico. **Chicago, Ill.** Sponsor: U.S. Dept. of Commerce.

10—Businessmen's Consultations with members of the Trade Mission to Mexico. **New York, N.Y.** Sponsor: U.S. Dept. of Commerce.

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